



## Legislation Details (With Text)

**File #:** 23-0082      **Version:** 1

**Type:** Agenda Item      **Status:** Approved

**File created:** 12/29/2022      **In control:** Board of Supervisors

**On agenda:** 2/14/2023      **Final action:** 2/14/2023

**Title:** Information Technologies Department recommending the Board:  
 1) Make findings in accordance with Procurement Policy C-17, Section 3.4 (3) Exemptions from Competitive Bidding, that the continuation of CrowdStrike Falcon Complete managed detection and response products and services is exempt from competitive bidding, as competitive bidding would produce no economic benefit to the County;  
 2) Authorize the Purchasing Agent to issue a Purchase Order in the amount of \$148,455.80 for the period of March 4, 2023, through March 3, 2024, for Falcon Complete endpoint protection; and  
 3) Authorize the Purchasing Agent to accept and execute CrowdStrike quote Q-579846.

**FUNDING:** General Fund.

**Sponsors:**

**Indexes:**

**Code sections:**

**Attachments:** 1. A - CrowdStrike Quote Q-579846

Date	Ver.	Action By	Action	Result
2/14/2023	1	Board of Supervisors	Approved	Pass

Information Technologies Department recommending the Board:  
 1) Make findings in accordance with Procurement Policy C-17, Section 3.4 (3) Exemptions from Competitive Bidding, that the continuation of CrowdStrike Falcon Complete managed detection and response products and services is exempt from competitive bidding, as competitive bidding would produce no economic benefit to the County;  
 2) Authorize the Purchasing Agent to issue a Purchase Order in the amount of \$148,455.80 for the period of March 4, 2023, through March 3, 2024, for Falcon Complete endpoint protection; and  
 3) Authorize the Purchasing Agent to accept and execute CrowdStrike quote Q-579846.

**FUNDING:** General Fund.

### DISCUSSION / BACKGROUND

Since January 2018, the Information Technologies (IT) Department has used CrowdStrike Falcon advanced breach and endpoint protection services with Antivirus, Threat Intelligence, USB Device Control, and Threat Hunting capabilities. In March 2022, IT upgraded to Falcon Complete managed detection and response (MDR) services, which delivers 24/7 expert management, monitoring, and response for the CrowdStrike Falcon platform. Falcon Complete is CrowdStrike’s most comprehensive endpoint protection solution. It delivers unparalleled security by augmenting Falcon Prevent next-generation antivirus, Falcon Insight endpoint detection and, Falcon Identity Threat Protection and Falcon OverWatch managed threat hunting together with the expertise and 24/7 engagement of the CrowdStrike Falcon Complete team. The team manages and actively monitors the Falcon platform for customers, remotely remediating incidents in minutes at the endpoint, cloud workload, and identity layers.

El Dorado County currently has endpoint licenses for 2,300 devices. IT is requesting a Purchase Order in the amount of \$148,455.80 per quote Q-579846 be approved for the renewal of the Falcon Complete services and licenses for the term starting March 4, 2023, through March 3, 2024. Funds are available within the IT Fiscal Year (FY) 2022-23 Budget for this year's expenses and appropriations have been included in the FY 2023-24 Budget request to continue services. Previous purchases for the current term have been approved on Purchase Orders 22000706, 22000815, 22000865 and 22001237.

Procurement Policy C-17 allows for the exemption from competitive bidding when competitive bidding would produce no economic benefit to the County. This request is a renewal for existing established and approved services and licenses. Furthermore, while CrowdStrike Falcon is available through resellers, we have been partnering directly with CrowdStrike to procure licenses and Falcon Complete security services (since 2020 and 2022, respectively). The direct procurement of licenses allows for better pricing than the State's competitively bid contract for CrowdStrike Falcon Complete, therefore competitive bidding would produce no economic benefit to the County.

### **ALTERNATIVES**

Should the Board opt to not approve this license renewal, the County will not be able to provide adequate endpoint protection for all IT managed devices.

### **PRIOR BOARD ACTION**

The Board approved item 22-0850 on May 24, 2022, authorizing the Purchasing Agent to issue a Purchase Order in the amount of \$32,775.52 for the period of June 5, 2022, to March 3, 2023 for additional licenses for necessary security endpoint protection and authorizing the Purchasing Agent to accept and execute CrowdStrike quote Q-441989.

### **OTHER DEPARTMENT / AGENCY INVOLVEMENT**

The Purchase Order has been reviewed and approved by County Counsel.

### **CAO RECOMMENDATION / COMMENTS**

Approve as recommended.

### **FINANCIAL IMPACT**

Funds are available within the FY 2022-23 Budget for this year's expenses and appropriations have been included in IT's FY 2023-24 Budget request to continue services.

### **CLERK OF THE BOARD FOLLOW UP ACTIONS**

N/A

### **STRATEGIC PLAN COMPONENT**

Infrastructure

### **CONTACT**

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