



City of Arts & Innovation

City Council Memorandum

TO: HONORABLE MAYOR AND CITY COUNCIL DATE: JUNE 23, 2026

FROM: INNOVATION & TECHNOLOGY DEPARTMENT WARDS: ALL

SUBJECT: CROWDSTRIKE RENEWAL AGREEMENT WITH CARAHSOFT TECHNOLOGY CORPORATION OF RESTON, VIRGINIA, FOR A FOUR-YEAR TERM THROUGH JULY 17, 2030, FOR A TOTAL AMOUNT OF \$332,253.42

ISSUE:

Approve the CrowdStrike renewal agreement with Carahsoft Technology Corporation of Reston, Virginia, for a four-year term through July 17, 2030, for a total amount of \$332,253.42.

RECOMMENDATIONS:

That the City Council:

1. Approve the CrowdStrike renewal agreement with Carahsoft Technology Corporation of Reston, Virginia, under OMNIA Contract Number R240303 for a four-year term through July 17, 2030, in the amount of \$332,253.42; and
2. Authorize the City Manager, or designee, to execute all documents pursuant to this purchase with Carahsoft including making minor and non-substantive changes.

BACKGROUND:

CrowdStrike provides cybersecurity tools that help protect the City's computers and network from modern threats. Its Falcon platform monitors City devices in real time, blocks harmful activity like malware or ransomware, and alerts staff when something suspicious occurs. The system also gives the Innovation and Technology department better visibility into potential risks and helps them quickly investigate and resolve issues. CrowdStrike strengthens the City's ability to safeguard its technology infrastructure and maintain secure, reliable operations.

DISCUSSION:

On June 18, 2019 the original agreement was approved by City Council authorizing a one-year agreement for the procurement of CrowdStrike Falcon cyber breach protection and next-generation anti-malware software from SHI International, pursuant to the Omnia Partners Cooperative purchasing agreement (No. 2018011-02) in accordance with Purchasing Resolution

No. 23256, Section 602 which states, “Competitive Procurement through the Informal and Formal Procurement process shall not be required ... (e) When Cooperative Purchasing is available and undertaken or when Goods can be obtained through Federal, State and/or other public entity pricing contracts or price agreements”.

CrowdStrike has provided the City with 12 months of free service under a four-year commitment. The City's current service is prepaid through July 2026, with this extension covering until July 17, 2030.

The CrowdStrike Falcon software offers advanced cyber breach protection and next-generation anti-malware capabilities. It enhances our cybersecurity by providing ransomware and unknown malware prevention, forensics, and threat containment. This software significantly increases the level of protection for the City's computer systems.

CrowdStrike's Falcon software reduces the risk of severe cybersecurity attacks, such as ransomware. It addresses current challenges with a powerful yet lightweight solution that combines next-generation anti-malware, endpoint detection and response, managed threat hunting, and helps maintain properly functioning devices.

Carahsoft Technology Corporation of Reston, Virginia, can offer competitive pricing for the software and services through OMNIA Contract Number R240303. On April 24, 2024, Region 4 Education Service Center in partnership with OMNIA Partners posted Request for Proposal No. 24-03 for Software Solutions and Services. A non-mandatory pre-proposal meeting was held on May 9, 2024, with nineteen vendors in attendance. The proposal closed on June 6, 2024, with a total of nineteen responses received. All responses were found to be responsive and responsible. The proposals were evaluated by an evaluation committee using the criteria established by the solicitation. Following the evaluation Carahsoft Technology Corporation was selected as the most qualified company to perform the requirements of the RFP. This cooperative agreement has an initial term that expires December 31, 2027, and aligns with the City's Purchasing Resolution No. 24101, Sections 602(f) and 702(f).

This action is pursuant to Purchasing Resolution 24101, Section 602 which states, “Competitive Procurement through the Informal Procurement and Formal Procurement process shall not be required in any of the following circumstances... (f) When Cooperative Purchasing is available and undertaken or when Goods can be obtained through Federal, State and/or other public entity pricing contracts or price agreements” and Purchasing Resolution 24101, Section 702 which states, “Competitive Procurement through the Informal Procurement and Formal Procurement process shall not be required in any of the following circumstances... (f) When Cooperative Purchasing is available and undertaken or when Services can be obtained through Federal, State and/or other public entity pricing contracts or price agreements.”

The City has obtained a quote from Carahsoft that extends this software renewal and support through July 17, 2030, and will continue services and support beyond the Omnia contract end date and is in accordance with the City's Purchasing Resolution No. 24101, Sections 602(r) and 702(u).

This action is pursuant to Purchasing Resolution 24101, Section 602 which states, “Competitive Procurement through the Informal Procurement and Formal Procurement process shall not be required in any of the following circumstances... (r) When the Procurement is for the renewal of maintenance, license(s), support, or a similar need for existing technology systems, including hardware, and the items are procured from a vendor/reseller that was originally selected based

on the City’s procurement standards, provided that 1) the contractor has been used continuously since such selection and 2) if there are not any non-substantive changes to the Procurement and 3) when it is determined by the Manager to be in the best interests of the City to do so” and Purchasing Resolution 24101, Section 702 which states, “Competitive Procurement through the Informal Procurement and Formal Procurement process shall not be required in any of the following circumstances...(u) When the Procurement is for the renewal of maintenance, license(s), support, or a similar need for existing technology systems, including hardware, and the items are procured from a vendor/reseller that was originally selected based on the City’s procurement standards, provided that 1) the vendor has been used consecutively since then and 2) if there are any non-substantive changes to the procurement, the Manager is satisfied that the best price, terms and conditions have been negotiated.”

The Purchasing Manager concurs that the recommended action is compliant with Purchasing Resolution 24101.

FISCAL IMPACT:

The total fiscal impact of the actions of this report is a total of \$332,253.42 over a 4-year term. CrowdStrike has provided the City with 12 months of free service for fiscal year 2026/27. Sufficient funds for fiscal years 2026-2028 are included in the budget that will be brought forward to Council for adoption in June 2026 in the Measure Z Fund, IT-Admin, Technology Replacement Account No. 8003301-462310. Funding for future years will be included in future budget submissions by the department.

Table 1. Annual Costs

Fiscal Year	Amount
2026/27	-
2027/28	\$110,751.14
2028/29	\$110,751.14
2029/30	\$110,751.14
Total	\$332,253.42

Prepared by: Vincent Price, Principal Management Analyst
 Approved by: George Khalil, Chief Innovation Officer
 Certified as to availability of funds: Julie Nemes, Interim Finance Director
 Approved by: Edward Enriquez, Assistant City Manager/Chief Financial Officer
 Approved as to form: Rebecca McKee-Reimbold, Interim City Attorney

- Attachments:
 1. CrowdStrike Quote for City of Riverside