



# DAVE YOST

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## **Request for Quotations (RFQ)** **RFQ#AGOITS21012**

### **CrowdStrike Renewal**

#### **Overview**

The Ohio Attorney General's Office ("AGO") is seeking quote submissions in response to this Request for Quotations ("RFQ") to secure CrowdStrike software licenses/subscription as defined below.

Ohio Attorney General Dave Yost is an elected official who is the Chief Law Officer for the State of Ohio and its entities, agencies, boards and commissions. The AGO has about 1,600 employees, who are served by an Information Technology Services Section ("ITS Section") of close to 100 employees.

#### **Purpose**

The AGO is seeking licensing for CrowdStrike as one of the tools in our Cyber Security tool chest. The purpose of this RFQ is to secure licensing for state fiscal year 2021.

#### **Terms and Conditions**

The selected vendor may not report to the AGO or ship any equipment to the AGO, and no work may commence until an AGO contract as well as all other applicable agreements, including end user license agreements (EULA), subscription, and/or other license agreements have been fully executed. Note that the contracting, and purchase order processes may take up to six weeks in total to complete.

Additionally, the selected vendor(s) may be required to sign various AGO forms and/or agree to comply with certain requirements prior to commencement of work, including the following:

- Signing a nondisclosure statement.

The AGO is subject to the requirements of the Ohio Public Records Act, located at Ohio Revised Code Section 149.43. Accordingly, vendors must understand that information and other materials submitted in response to this RFQ or in connection with any contract as a result of this RFQ is subject to disclosure as a public record. Accordingly, responses should not include any confidential or trade secret information.

#### **Vendor Quote Submission and Selection Process**

All responses to this RFQ must include the information listed below to ensure the quote submission is considered for this opportunity. Any material deviation from the format or information below may result in rejection of a response.

- Quote cover letter on company letterhead, that, at a minimum, includes:

- RFQ number.
- Company business address.
- Company contact person, who has the authority to answer questions regarding the quote
  - Include Contact Name, Title, Address, Phone Number, and E-mail Address.
- Open market price
- Discounted price provided for AGO.
- Acknowledgement of project scope and duration.
- Name, Title and Signature of an individual authorized to legally bind the company.

**Responses must be submitted no later than July 24, 2020, 1:00 PM Eastern Time via email to: [AGO-ITSPurchase@OhioAttorneyGeneral.gov](mailto:AGO-ITSPurchase@OhioAttorneyGeneral.gov), referencing RFQ# AGOITS21012.**

The AGO has the discretion to select a vendor and to reject responses that are not in the best interest of the AGO, or to cancel this RFQ. The AGO may waive minor defects and/or request clarifications in the responses that do not materially deviate from the specifications or otherwise create an unfair competitive advantage. Any response, revision or amendment to a response received after the date and time specified or improperly marked or submitted may be disqualified.

The AGO will not be liable for any costs incurred by a vendor in responding to this RFQ, regardless of whether the AGO awards any contract(s) through this process, decides to cancel this RFQ for any reason, or issues another RFQ if it is deemed to be in the best interest of the AGO to do so.

The AGO reserves the right to negotiate all terms associated with this RFQ, including price. It is entirely within the discretion of the AGO to permit negotiations. By submitting a quote, the vendor is agreeing to the terms and conditions of the AGO contract. A vendor must not submit a quote assuming that there will be an opportunity to negotiate any aspect of the quote or any resulting contract. The AGO is free to limit the negotiations to particular aspects of any response. The contract may include optional renewal terms. Vendors should submit pricing for the optional renewal terms as well as for the initial term.

Performance by AGO under a resulting agreement may be dependent upon the appropriation of funds by the Ohio General Assembly. Therefore, in accordance with Section 126.07 of the Ohio Revised Code, it is understood that AGO's funds are contingent on the availability of such lawful appropriations by the Ohio General Assembly. If the Ohio General Assembly fails at any time to continue funding for the payments due hereunder, this Agreement is hereby terminated as of the date that the funding expires without further obligation of AGO.

**Calendar of Events**

- RFQ issued date: July 10, 2020
- Response due date: July 24, 2020, 1:00 p.m.
- Estimated selection date: July 31, 2020
- Estimated initial contract execution date: September 1, 2020

**Communication and Inquiries**

Unless the AGO advises differently, any contact is to be in writing using the State of Ohio Procurement website. If an inquiry period is opened, all inquiries and responses will be posted to

the same website. The due date for any inquiry within the intent and scope of this request will be listed on the website. Any reference materials related to this RFQ will be also available on website.

The State of Ohio Procurement website address is linked from:  
<https://www.ohioattorneygeneral.gov/Business/Services-for-Business/RFQ>.

**Required Specifications**

Renewal of licenses and support for:

- Year One:                   FY 2021 (9/3/2020 – 9/2/2021)
- Year Two optional  
renewal term:           FY 2022 (9/3/2021 – 9/2/2022)
- Year Three optional  
Renewal term:           FY 2023 (9/3/2022 – 9/2/2023)

Qty.	Description	Mfg. Part #
5	CROWDSTRIKE UNIV LMS SUB 9MO	RR.PSO.ENT.PASS
10	CROWDSTRIKE FALCON UNIV CORE TRNG	NR.PSO.ENT.CRE
2600	Falcon Endpoint Protection Premium – subscription license (1 year) – 1 endp	CS.EPPPRE.SOLN.T9.12M
2600	CROWDSTRIKE FLCN DETCT EDR 2500-4999	CS.INSIGHT.SOLN.T9
2600	CROWDSTRIKE DISCOVER	CS.DISC.SOLN.T9.12M
2600	Falcon Prevent – subscription license – 1 license	CS.PREVENT.SOLN.T9
2600	CROWDSTRIKE OVERWATCH 2500-4999	CS.OW.SVC.T9.12M
2600	CrowdStrike Threat Graph Standard – subscription license – 1 license	CS.TG.STD.GOV
1	CROWDSTRIKE EXPRESS SUP 1Y	RR.HOS.ENT.EXPS.T
250	CROWDSTRIKE FALCON DVC CTRL	CS.DEVICE.SOLN.T2.12M