



**CITY OF NOVI CITY COUNCIL
MAY 8, 2023**

SUBJECT: Approval to purchase a three-year subscription of the SentinelOne software package through People Driven Technology in the amount of \$58,872.00.

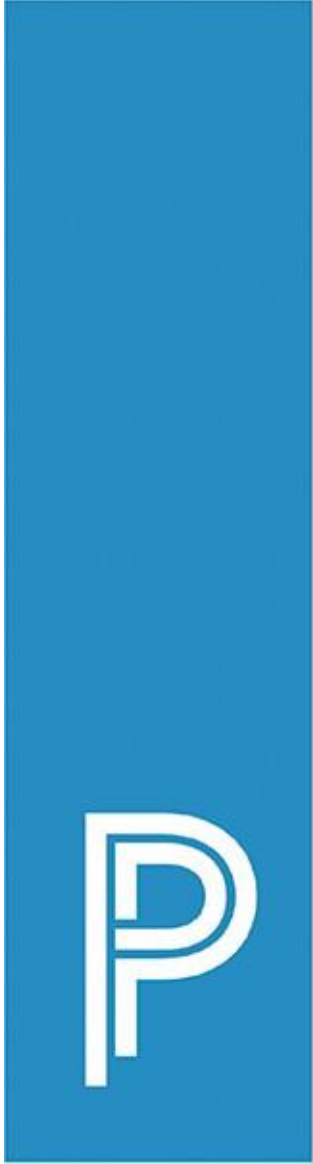
SUBMITTING DEPARTMENT: Integrated Solutions – Technology

EXPENDITURE REQUIRED	\$58,872.00
AMOUNT BUDGETED	\$27,000 101-228.00-850.000 <u>\$33,000 101-228.00-850.999</u> \$60,000
APPROPRIATION REQUIRED	\$0
LINE ITEM NUMBER	101-228.00-850.000 101-228.00-850.999

BACKGROUND INFORMATION:

The technology team is continuously looking to improve our network security approach to stay ahead of those who want to penetrate the City's network. We have used VMware's Carbon Black application for the past three years. While every product presents certain challenges, in the last year, Carbon Black has created overhead on our network devices resulting in slowness. We are also experiencing a high rate of false positives. After researching several competitors in this marketplace, SentinelOne rose to the top. We conducted a proof of concept test on approximately fifty devices and were very pleased with the outcome. The SentinelOne product did not adversely affect device performance, and false positives were significantly reduced. The timeframe to identify and isolate an infected device was greatly improved. Additionally, SentinelOne can discover a non-city device connected to the City's network and separate it from the network.

RECOMMENDED ACTION: Approval to purchase a three-year subscription of the SentinelOne software package through People Driven Technology in the amount of \$58,872.00.



City of Novi

SentinelOne Protection Complete — 3 Year

Quote # 005781 v1

April 25, 2023



SentinelOne Protection Complete — 3 year

Prepared by:

East Michigan

Jeremy Friedman
248-277-9236
friedmanj@peopledriven.com
Tom Winkles
winklest@peopledriven.com

Prepared for:

City of Novi

Rob Petty
rpetty@cityofnovi.org

Quote Information:

Quote #: 005781

Version: 1
Delivery Date: 04/25/2023
Expiration Date: 05/25/2023

Software

Line	Qty	Part Number	Description	Price	Extended Price
1	1	PF-PLT-FF-T1-S	Singularity XDR Platform. Access to the Singularity XDR Platform, includes initial XDR Ingest Term: 36 months	\$1,498.00	\$1,498.00
2	394	S1ES-CMP-EN-T2-S	Complete Protection Platform (Per Workstation). EPP + EDR, with NGAV (AI), Rogues IoT, Firewall Control, Device Control, Remote Shell, EDR Hunting and Investigation and up to 100 concurrent STAR Rules, Enterprise Support Plan Term: 36 months	\$94.00	\$37,036.00
3	48	S1ES-CMP-CW-T2-S	Complete Cloud Workload Security (Per Server). EPP + EDR, with NGAV (AI), Rogues IoT, Firewall Control, Device Control, Remote Shell, EDR Hunting and Investigation and up to 100 concurrent STAR Rules, Enterprise Support Plan Term: 36 months	\$192.00	\$9,216.00
4	442	SP-RGR-ND-T2-S	Ranger Protection Platform- Enterprise wide Discovery of IT/IoT, Attack Surface Reduction, Peer-to-Peer Deployment Capability for SentinelOne Agents Term: 36 months	\$41.00	\$18,122.00
Subscription Term: 36-Months					

Subtotal: \$65,872.00



SentinelOne Protection Complete — 3 year

Ship To:

City of Novi

Rob Petty
(248) 735-5605 Ext. 0000
rpetty@cityofnovi.org

Bill To:

City of Novi

45175 Ten Mile Road
invoices@cityofnovi.org
Novi, MI 48375
Rob Petty
(248) 735-5605 Ext. 0000
rpetty@cityofnovi.org

Quote Information:

Quote #: 005781

Version: 1
Delivery Date: 04/13/2023
Expiration Date: 05/13/2023

Quote Summary

Description	Amount
Software – SentinelOne 36 Month	\$65,872.00
Credit for Final Year of Carbon Black	-7,000.00
Total:	\$58,872.00

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

People Driven Technology

Signature: _____
 Name: Jeremy Friedman
 Title: Account Executive
 Date: 04/25/2023

City of Novi

Signature: _____
 Name: _____
 Date: _____

ACCEPTANCE OF THE PRICE QUOTE IS MADE ONLY UPON THESE TERMS AND CONDITIONS

1. PRICING: Prices for any Products or Services are valid for 30 days therefrom unless otherwise stated.

Customer is responsible for (i) all applicable federal, state or local sales, use or other taxes (except taxes on People Driven Technology, Inc's net income), (ii) shipping or packing charges, (iii) insurance and (iv) any other expenses associated with the sale and transportation, or storage of the Products or tariffs and any similar charges imposed upon or in connection with the Products. The parties agree that all charges included in the price of the Products and Services set forth in the Price Quote are based upon detailed specifications supplied by Customer and any deviation requested by the Customer from such specifications may result in additional charges.

2. PAYMENT: Unless otherwise specified in the Price Quote, payment for Products and Services is due net 30 days from the date of invoice.

3. DELIVERY: Unless otherwise agreed in writing, the Products shall be shipped and delivered F.O.B. Customer's ship to location set forth in the Price Quote. Unless Customer instructs People Driven Technology, Inc to use a particular carrier on customer's order letter, the Products shall be shipped via a common carrier chosen by People Driven Technology, Inc.

4. SHORTAGE: CLAIMS AND INSPECTION: Customer shall have the right to inspect the Products within 48 hours of receipt. Any shortages or other claims in connection with an order must be made in writing and delivered to People Driven Technology, Inc within such 48-hour period or shall be waived.

5. RETURNS: Customer acknowledges that People Driven Technology, Inc shall have no obligation to accept returns of any Products ordered by and sold to Customer. People Driven Technology, Inc, at its sole discretion, may authorize the return of unused Products. Such returns cannot be made without a return authorization in writing issued by People Driven Technology, Inc.

6. TITLE AND RISK OF LOSS: Unless otherwise specified in the Price Quote, title and risk of loss shall pass to Customer at the time the Products are tendered by each carrier at Customer's facilities, and any loss or damage thereafter shall not relieve Customer from any obligation hereunder. People Driven Technology, Inc reserves, and Customer hereby grants to People Driven Technology, Inc, a purchase money security interest in the Products, and all proceeds from the sale thereof, until full payment is received for all amounts due and payable by Customer.

7. WARRANTIES AND REMEDIES: All Products, and the components and materials utilized in any assembled or customized Products, are covered by, and subject to, the terms, conditions, and limitations of the manufacturer's standard warranty, which warranty is expressly in lieu of any other warranty, express or implied, of or by People Driven Technology, Inc or the applicable Product manufacturer. People Driven Technology, Inc represents, warrants and covenants that (i) People Driven Technology, Inc shall perform all Services, if any, in accordance with the material specifications set forth in the Price Quote and (ii) the functions and features of the Services and related deliverables shall operate in the manner described in the applicable Price Quote for ninety (90) days from the completion thereof.

8. EXPORT RESTRICTIONS: Products may be subject to export or resale restriction or regulation, and Customer acknowledges that it will comply with such restrictions and regulations. Any statement as to product country of origin, Export Control Classification Number, or compliance with applicable law (including, without limitation, that products are lead-free or RoHS compliant) is as provided to People Driven Technology, Inc by its suppliers, and People Driven Technology, Inc does not warrant its accuracy and will not be liable for any error with regard to same.