DATE: 6/17/25

TO: Robert Gleason, Director, Purchasing Division

THRU: Domenic S. DiLullo, Jr., Chief Information Officer, ETS

FROM: Daniel Canchon, Information Systems Manager, ETS

PROJECT TITLE: CrowdStrike Falcon Complete Endpoint and Identity S

REQUISITION NO. ETS0003477

SOURCE/BRAND NAME: CrowdStrike Falcon Complete Endpoint and I

SOLE SOURCE/SOLE BRAND/ONLY ONE REASONABLE SOURCE REQUEST

☐ SOLE SOURCE ☑ SOLE BRAND ☐ ONLY ONE REASONABLE SOURCE

I. REQUEST: Provide a description of the features of the product/service or Scope of Work.

See enclosed Attachment 1, Section 1 Request.

II. JUSTIFICATION: Please check all boxes that describe your reason(s) for determining that only one source or brand is reasonably available.

Sole Source/Uniqueness

☐ Proprietary Item - this vendor/source has the only rights to provide this service or commodity. A letter from the manufacturer or authorizing entity is included in this request.

☑ Technology Improvements - updates or upgrades to an existing system, software, software as a service (SaaS), hardware purchases.

☐ Engineering Direction - engineering drawing or specification identifies product; "no substitutes or equivalents will be acceptable."

☐ Only qualified supplier - reliability and maintainability of the product or service would be degraded unless specified supplier is used; may void warranty. This request includes a copy of the current warranty information.

☑ Other/or Additional information - the County requires this sole source purchase for the following reasons.

See enclosed Attachment I, Section II.

Business Case (Only One Reasonable Source[1] or Only One Reasonable Brand)

☐ Operational Compatibility - replacement parts from alternate suppliers are not interchangeable with original part and causes equipment incompatibility. Previous findings and/or documentation is included with this request.

☐ Ease of Maintenance - maintenance or retooling prohibits competition. Section III, Comparative Market Research includes estimated costs associated with changing current source and/or brand.

☐ Follow-On - potential for continued development or enhancement with same supplier and eliminates costs incurred by using different supplier. Section III, Comparative Market Research includes estimated costs for replacing current or existing system.

☐ Complies with existing community and safety standards, and/or laws, rules, and regulations.

☑ Other/or additional information - using this only one reasonable source, only one reasonable brand purchase benefits the County for the following reasons:

See enclosed Attachment 1, Section II.

III. COMPARATIVE MARKET RESEARCH: Provide a detailed source or market analysis for justification of sole source/brand or most reasonable source (attach extra sheets as needed).

Estimated project value: $2,814,827 Contract length (if applicable): 5 years

Has this commodity or service been previously provided to the County? ◉ Yes ○ No

If yes, provide the following and attach any supporting documentation (e.g., previous approved memoranda):

Vendor name and date KR2 Technology, LLC Method of Procurement Sole Brand

What is the current contract (Procurement Catalog) or purchase order number? PNC2129501B1_1

Expenditures to date: 446,948.92

Will this procurement utilize any local/state/federal grant funding? ○ Yes ◉ No

If yes, attach any supporting documentation (e.g., grant agreement).

If this is a sole brand, is there an "authorized" dealers/resellers list? ◉ Yes ○ No

If yes, provide the manufacturer's "authorized" dealers/resellers list.

[1] Commonly known as Most Reasonable Source

Cost/Benefit Analysis: What would the cost be to utilize an alternate vendor or source? This explanation should include the savings and/or additional costs to the County by not using the preferred vendor or source. Attach additional sheets if needed.

See enclosed Attachment 1, Section III.

CERTIFICATION: I have thoroughly researched the sole source, sole brand, only one reasonable source, or only one reasonable brand justification and fully understand the implications of Section 838.22 of the Florida Statutes:

(2) "It is unlawful for a public servant or a public contractor who has contracted with a governmental entity to assist in a competitive procurement to knowingly and intentionally obtain a benefit for any person or to cause unlawful harm to another by circumventing a competitive solicitation process required by law or rule through the use of a sole-source contract for commodities or services".

(5) "Any person who violates this section commits a felony of the second degree, punishable as provided in s. 775.082, s. 775.083, or s. 775.084".

REQUESTOR/EVALUATOR (PRINT)	REQUESTOR/EVALUATOR (SIGN)	DATE
	Domenic DiLullo Digitally signed by Domenic DiLullo Date: 2025.06.26 14:28:38 -04'00'	6/26/25
DEPT/DIV DIRECTOR OR DESIGNEE (PRINT)	DEPT/DIV DIRECTOR OR DESIGNEE (SIGN)	DATE

PURCHASING DIVISION USE ONLY

The Purchasing Agent has reviewed the request and has completed the required due diligence per the Procurement Code Section(s) 21.25 and 21.26. The Purchasing Agent recommends the following:

☐ Sole Source ☑ Sole Brand ☐ Only One Reasonable Source/Brand[2] ☐ Reject

☐ Authorization to Negotiate ☐ Standardization ☐ Board Award

Attachments

☑ Request for Information ☐ Previous Approved Documentation

☐ Vendor Letter

[2] As per Florida Statute 287.057(3)(c), FLL projects valued ≥$325,000 require 15 business day posting of intended sole source designation

Additional Information (e.g., Number, opening date, # of responses, Agency reviewed yes/no):

CrowdStrike Falcon Complete is and advanced endpoint protection solution that provides Identity Threat Detection and Response (ITDR) for Broward County Endpoints and identities. It's endpoint protection solutions stands out due to their cloud-native architecture which has the ability to use one agent for both endpoint and identity protection compared to other solutions with separate products for ITDR and Endpoint Detection and Response (EDR) bringing disjointed architecture, driving up cost and complexity without improving security outcomes.

CrowdStrike has been recognized as a Leader in the 2025 Gartner Magic Quadrant for Endpoint Protection Platforms (Exhibit 2) for the sixth consecutive year, reflecting its strong performance in cybersecurity. According to Gartner's report, CrowdStrike holds and estimated 40 percent of the Endpoint Protection Platform market share. Gartner forecasts that the market will expand to a compound annual rate of approximately14 percent through 2027.

CrowdStrike has a large network of resellers and channel partners who are certified to provide Endpoint Protection Platforms products and services. CrowdStrike provided the Enterprise Technology Services (ETS) Division with list of these certified Partners (Exhibit 3).

Purchasing Agent recommends approval of Sole Brand Designation for CrowdStrike Falcon Complete Software. Request for Information (RFI) No. PNC2130200F1 was posted on 05/02/2025 through 05/13/2025 to notify the public of intent to designate sole brand, and to determine if other solutions may be available (Exhibit 1). No Vendors responded to the RFI.

Purchasing Agent Signature: Jose Solis Digitally signed by Jose Solis Date: 2025.08.19 10:33:52 -04'00'

Reviewer Title: Purchasing Manager

Reviewer Signature: Carolyn Messersmith Digitally signed by Carolyn Messersmith Date: 2025.08.19 10:40:24 -04'00'

APPROVAL AUTHORITY

☑ APPROVED ☐ DISAPPROVED

REASON/SUGGESTED ACTION (IF DISAPPROVED):

Request full list of authorized resellers for this region (not just email list).

Title: Director of Purchasing

Signature: Constance Mangan, Asst. Director, on behalf of Digitally signed by Constance Mangan, Asst. Director, on behalf of Date: 2025.09.08 08:25:10 -04'00'

ATTACHMENT 1
Sole Source/Sole Brand/Only One Reasonable Source Request

Section I. REQUEST:

The Broward County Enterprise Technology Services Division (ETS) requests to procure CrowdStrike Falcon Complete ("CrowdStrike") endpoint protection (FC) with 24 x 7 x 365 MDR and CrowdStrike Identity Threat Detection and Response (ITDR) for County endpoints and identities. CrowdStrike Falcon Complete includes Falcon Discover, Insight, OverWatch and Prevent. Falcon Discover provides visibility into assets, systems and applications for a comprehensive topography of our IT environment. Falcon Insight Endpoint Detection and Response delivers continuous, comprehensive endpoint visibility that spans detection, response and forensics to ensure breach prevention. Falcon OverWatch Managed Threat Hunting adds a human threat detection engine that operates as an extension of our team, hunting relentlessly to see and stop the most sophisticated hidden threats and the Falcon Prevent Next-Gen Antivirus (AV) provides the ideal AV replacement solution by combining the most effective prevention technologies with full stack visibility and simplicity.

CrowdStrike FC and ITDR uniquely utilize only one agent on endpoints to provide both services. Telemetry from both FC and ITDR are combined in one SaaS portal where data from both services are correlated and unified on a single platform. The FC solution provides advanced endpoint protection through a combination of behavioral AI, real-time monitoring, automated response, and cloud-based management. While the ITDR solution protects both on-premises and cloud-based identity environments from cyber-attacks.

Multiple County technology stacks such as Microsoft (MS) Office 365 have been migrating to the cloud while using the County Identity Management system for authorization and authentication. The County requires a solution for protection against identity-based attacks. CrowdStrike Identity focuses on securing user identities and managing access to critical systems and data. It integrates with our existing on-premises identity management system to enhance security, prevent unauthorized access, and mitigate identity-based threats to on-premises and SaaS systems. The FBI's 2024 Internet Crime Report identified phishing/spoofing as the most reported cybercrime, with losses surpassing $6.5 billion in cryptocurrency-related investment fraud. Additionally, the CrowdStrike 2024 Global Threat Report revealed that three out of every four cyberattacks now rely on valid credentials rather than malicious software. This shift underscores the growing importance of identity management in cybersecurity.

Section II: JUSTIFICATION: Other/or additional information:

ATTACHMENT 1
Sole Source/Sole Brand/Only One Reasonable Source Request

A unique feature of the Crowdstrike solution is the ability to use one agent for both endpoint and identity protection. This approach contrasts with separate products for ITDR and Endpoint Detection and Response (EDR) bringing disjointed architecture, driving up cost and complexity without improving security outcomes. CrowdStrike allows the County to install and utilize one agent for both ITDR and EDR protecting both on-premises and cloud solutions. Additionally, the Managed Detection and Response solution provides 24/7/365 threat hunting for endpoints managed by Crowdstrike employees, not a third-party vendor.

Section II: Business Case: Other/or additional information:

The CrowdStrike solution allows the County to block specific domains on all endpoints no matter what network the endpoint traversing. CrowdStrike allows the County the unique ability to search all County endpoints utilizing the single FC agent for complete URL's an endpoint may have browsed via the web browser. Other solutions can only provide the domain name history, but not the complete URL address.

The identity solution provides options for detection and in-line protection. Comprehensive protection for our hybrid identity environment, we will have complete visibility and real-time protection across on-premises Active Directory and our cloud identity provider. Identity uses user behavior analysis through authentication inspection to build baselines for each identity and provide detection or protection options for anomalies. The lightweight agent gives us the unique capability to force Multi-Factor Authentication (MFA) to do any authentication workflow utilizing on-premises active directory. We can create dynamic rules based on potential risky users to force them to authenticate with MFA when authenticating to their on-premises desktop, custom developed on-premises web application, or shared folders on local file servers. This can be enforced even if the user is using a device without a CrowdStrike agent.

Section III: COMPARATIVE MARKET RESEARCH: Cost/Benefit Analysis:

On January 10th, 2025, the County solicited a bid for CrowdStrike Falcon Security for Identity Threat Detection and Response (ITDR) for County endpoints and identities. The bid was awarded on February 4th, 2025, for a one-year fixed amount of $446,948.92. This was $79,000 cheaper than the next lowest bid. ETS is requesting a new solicitation request for a new 5-year agreement to the lowest responsible bidder.

CrowdStrike integrates seamlessly with the County email security gateway. This integration allows the County to enhance our automated remediation tasks. The County can utilize threat intelligence from the email vendor to take actionable remediation on endpoints through Crowdstrike. The automation allows the County to orchestrate automated

ATTACHMENT 1
Sole Source/Sole Brand/Only One Reasonable Source Request

workflows, which block malicious files on all managed endpoints. ETS has invested resources for training and customization to configure this integration. Significant effort to retool knowledge and processes around a replacement would introduce additional cost, require time, resources, and introduce unnecessary risk to the County network.

CrowdStrike uniquely integrates with the County's third-party forensic vendor technology stack. This allows instant incident response capabilities allowing the County to quickly grant EDR telemetry access to vendor's existing IR workflows. The integration significantly reduces the time required to respond to a breach. Since our vendor is already familiar with our solution and has established internal processes for quickly on-boarding data, they can immediately begin an investigation by accessing the system via the API. This streamlined process ensures that valuable time is not lost during the critical initial stages of an incident response. Conversely, if the County were to switch to an EDR system that our vendor does not fully integrate with, precious time would be wasted as they would need to roll out a new endpoint to all County systems and then ingest the data. This additional step could delay the investigation and potentially exacerbate the impact of the breach. Therefore, keeping the current EDR system not only leverages our vendor's expertise, but also ensures a swift and efficient response to any security incidents. In a worst-case scenario, the integration capabilities would save the County time and money on recovery costs.

BROWARD COUNTY FLORIDA Purchasing Division

PNC2130366F1 - Request for Information - Sole Brand Designation CrowdStrike Falcon Complete Software

Project Overview

Project Details	
Reference ID	PNC2130366F1
Project Name	Request for Information - Sole Brand Designation CrowdStrike Falcon Complete Software
Project Owner	JOSE SOLIS
Project Type	RFI
Department	FASD - Purchasing
Budget	$0.00 - $0.00
PeopleSoft Requisition ID	ETS0003477
Contract Duration	Not Applicable (RFQ/RFI)
Contract Renewal	Not Applicable (RFQ/RFI)
Estimated Amount (Initial Term or Fixed; Not Shown to Vendors)	0
Bid Validity	Not Applicable

BROWARD COUNTY FLORIDA Purchasing Division

Bonding Required	No
Total Amount of Pass-Thru Allowance (Initial Term or Fixed)	0
OESBD Designation Goal Participation Type (Multi)	No Goal
Goal Assigned Percentage (0 if No Goal)	0
Public Works/Construction	No
Workforce Investment Program (WIP) Applicable	No
Construction Apprenticeship Program (CAP) Applicable	No
Living Wage Applicable	No
Go Green Applicable	No
Mobility Advancement Program (MAP)/Surtax Funded	No
Grant Funded	No; Not Applicable

Federal Requirements included for FEMA reimbursement	No; Not Applicable for FEMA reimbursement
Special Purchase	Not Applicable
Standardized	No; Not Applicable
User ID Contract Administrator (i.e., TFISHER)	DDILULLO
User ID Project Manager (i.e., JTHOMPSON)	DCANCHON
Best and Final Offer	No
Project Description	Notice of Intent to Designate Sole Source/Sole Brand: This Request for Information (RFI) Notice of Intent to Designate a Sole Brand is to determine if the specified commodity or service is available from multiple providers, or if an alternate commodity or service is available that would meet the County's needs. This is not a request for pricing or a purchase commitment. The following commodity or service is thought to be available only as a sole brand and is the only commodity/service that meets the County's needs: Enterprise Technology Services (ETS) is requesting a sole brand designation for the acquisition of CrowdStrike Falcon Complete (FC) endpoint protection with 24 x 7 x 365 Managed Detection and Response (MDR) and CrowdStrike Identity Threat Detection and Response (ITDR) for County endpoints and identities. CrowdStrike FC and ITDR uniquely utilize only one agent on endpoints to provide both services. Telemetry from both FC and ITDR are combined in one SaaS portal where data from both services are correlated and unified on a single platform. The FC solution provides advanced endpoint protection through a combination of behavioral AI, real-time monitoring, automated response, and cloud-based management. While the ITDR solution protects both on-premises and cloud-based identity environments from cyber-attacks. The CrowdStrike Falcon Complete (FC) solution will allow Broward County to block specific domains on all endpoints no matter what network the endpoint traversing. CrowdStrike Falcon Complete gives

	Broward County the unique ability to search all County endpoints utilizing the single FC agent for full URL's an endpoint may have browsed via the web browser. Other solutions can only provide the domain name history but not the full URL. This RFI will remain posted until closing date and time. Prospective Vendors are requested to provide information regarding their ability to provide the commodity or service described or written explanation or other documentation contesting the proposed RFI designation. If you are capable of meeting or exceeding the County's requirements for the specified commodity or service, respond to this RFI through the electronic bidding system. The Vendor should upload any supporting information in the electronic bidding system as part of its response to assist the County in determining if commodity or service is comparable, is available from multiple suppliers, and meets the County's needs. The Director of Purchasing shall have sole authority in deciding what is comparable. The Director of Purchasing shall consider such submittals and notify all submitting vendors (through the electronic bidding system) of the decision whether to designate as a Sole Source/Brand, which decision shall not be subject to objection, protest, or appeal.
Open Date	May 02, 2025 3:00 PM EDT
Close Date	May 13, 2025 2:00 PM EDT

Highest Scoring Supplier	Score

Seal status

Requested Information	Unsealed on	Unsealed by
Are you capable of meeting or exceeding the County's requirements specified herein? If yes, include appropriate documentation	May 13, 2025 2:04 PM EDT	Shelome Sterling-Boothe

BROWARD COUNTY FLORIDA Purchasing Division

Submissions

Supplier	Date Submitted	Name	Email	Confirmation Code


CHALLENGERS
LEADERS
CrowdStrike
Microsoft
SentinelOne
Palo Alto Networks
Trend Micro
Sophos
ESET
Trellix
Bitdefender
Fortinet
Check Point Software Technologies
WithSecure
Broadcom
Cisco
Cybereason
NICHE PLAYERS
VISIONARIES
ABILITY TO EXECUTE
COMPLETENESS OF VISION
As of May 2025
© Gartner, Inc

Gartner

Solis, Jose

From: Chuck Bruce <chuck.bruce@crowdstrike.com>
Sent: Thursday, August 14, 2025 4:03 PM
To: Canchon, Daniel
Subject: RE: County Procurement

Hello Daniel,

I did some research and we don't have a formal published list of CrowdStrike Partners. I believe it's probably because it changes so often. Below is a list of strong, confident partners I use in Florida. Feel free to use this list.

If there are partners you'd like me to verify if they're a CrowdStrike Partner, feel free to send me their company name and we can verify.

Reseller	Contact	Email
SHI	Hans Eyma	Hans_Eyma@SHI.com
KR2	Jon Menendez	jmenendez@kr2tech.com
Insight	Andrew Lawrence	Andrew.Lawrence@insight.com
Digital Era	Norman Huszar	norman.huszar@digitaleragroup.com
CDW	AJ Lucci Jr	ajlucci@cdwg.com
Mainline	Perry Bright	perry.bright@mainline.com
Carasoft	Cameron Williams	Cameron.Williams@Carahsoft.com
BlueAlly	Scott Brandt	sbrandt@blueally.com
WWT	Logan Jones	Logan.Jones@wwt.com>

Thank you,

Chuck Bruce
Regional Sales Manager – SLED CrowdStrike
M: 850.830.8814