

City of Piedmont
COUNCIL AGENDA REPORT

DATE: September 22, 2026

TO: Mayor and Council

FROM: Rosanna Bayon Moore, City Administrator

SUBJECT: Consideration of the Award of a Contract to BlueAlly to Provide CrowdStrike Falcon Platform Capabilities to the City of Piedmont in the Amount of \$164,740.64

RECOMMENDATION

Authorize the City Administrator to execute a three-year agreement in a form approved by the City Attorney with BlueAlly in the amount of \$164,740.64 to address the City's primary cyber security toolset CrowdStrike Falcon Platform capabilities.

EXECUTIVE SUMMARY

The CrowdStrike Falcon Platform fulfills three critical cyber security needs:

- 1) Anti-virus/anti-malware protection for all servers, desktops and laptops.
- 2) Managed Detection and Response (MDR) services
 - a. Early detection, notification and, if appropriate, immediate remediation of potential cyber security incidents through a security operations center (SOC) that operates 24 hours per day, 7 days per week, 365 days per year.
- 3) Security Information and Event Management (SEIM) services
 - a. Active review and consolidation of all system logs focusing on Alerts and Warnings to detect potential cyber security incidents utilizing the SOC mentioned above.

Additionally, CrowdStrike provides a tool that scans portable media (USB drives) to meet Criminal Justice Information Systems (CJIS) requirements.

The City's existing agreement expires on November 26, 2026. After completion of a public solicitation process, BlueAlly has been identified as the low bidder. The City has procured various technology equipment and software from BlueAlly over the last several years and has been satisfied to date with the products and services provided.

The CrowdStrike agreement is a three-year commitment, with annual payment plan summarized in Table B below.

BACKGROUND

In November of 2023, the City, purchased and installed the CrowdStrike Managed Detection and Response product after a detailed evaluation. The Center for Internet Security (CIS), a division of the U. S. Department of Homeland Security, recommends CrowdStrike. In FYE25, in response to expanded Bay Cities Joint Powers Insurance Authority (BCJPIA) cybersecurity insurance and CJIS requirements, the City of Piedmont implemented Security Information and Event Management and portable device scanning features into its environment.

To date, the City has been satisfied with the performance of CrowdStrike. In the three years that the City has been utilizing CrowdStrike, the product detected and stopped an average of three cybersecurity attacks per year and identified several issues requiring remediation. CrowdStrike generates few false alerts which is important for staff productivity.

Pursuant to the City's purchasing procedures, quotes were solicited from three product resellers. These quotes are summarized in Table A below:

Table A

Vendor	Bid Amount
BlueAlly	\$164,740.64
CDWG	\$175,434.12
ePlus	\$172,304.82

BlueAlly is the lowest responsible bidder. The bid amount is a three-year contract with annual payments outlined in Table B below.

Table B

Year	Payment
FYE27	\$54,863.45
FYE28	\$55,013.77
FYE29	\$54,863.42

DISCUSSION

The execution of this contract will ensure continuity of the current services provided by CrowdStrike, namely the annual licenses for required cyber security tools.

The Information Technology function reviewed CrowdStrike's performance over the last three years and concluded that the product does a solid job of providing some of the key cyber security defenses for the City. A brief survey of other available products was conducted, and none offered a significant improvement over the incumbent.

ClientFirst, the City's contracted IT advisor, has confirmed that CrowdStrike continues to be a leader in its field and that the bids are consistent with CrowdStrike bids at similar agencies.

FISCAL IMPACT

The funding for this contract is available in the Administration Budget under Software – Recurring in the Fiscal Year 2026-27 Adopted Operating Budget. Funding for subsequent years of the contract will be subject to approval through the annual budget development process.

ENVIRONMENTAL REVIEW

Approval of the agreement with BlueAlly is not subject to review under the California Environmental Quality Act (CEQA) pursuant to Public Resources Code Section 21000, et seq. and the CEQA Guidelines (14 Cal. Code Regs. §§ 15000 et. seq.), including without limitation, Public Resources Code section 21065 and California Code of Regulations 15378 as this is not a “project” that may cause a direct, or reasonably foreseeable indirect, physical change in the environment.

ATTACHMENT

- 1) Quote from BlueAlly dated 7/29/2026

CITY ATTORNEY REVIEW

The City Attorney has reviewed the staff report.

CrowdStrike 11/26/26

Prepared By:

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CrowdStrike Pricing

Qty	Manufacturer Part Number	Product Description	Price	Ext. Price
300	CS.FCSD.GOV.SOLN	Falcon Complete with Threat Graph Standard on Gov Cloud	\$297.97	\$89,391.00
300	CS.INSIGHTB.SOLN	Insight	\$0.00	\$0.00
300	CS.PREVENTB.SOLN	Prevent	\$0.00	\$0.00
300	CS.DISCB.SOLN	Discover	\$0.00	\$0.00
300	CS.FALCOMPSGOV.SVC	Falcon Complete Subscription on Gov Cloud	\$0.00	\$0.00
300	CS.OWB.SVC	Overwatch	\$0.00	\$0.00
300	CS.TG.STD.GOV	Threat Graph Standard on GovCloud	\$0.00	\$0.00
1	CS.FALCOMPNBC.SOLN	Falcon Complete: Complimentary CID	\$0.00	\$0.00
300	CS.DEVICE.SOLN	Falcon Device Control	\$11.82	\$3,546.00
300	CS.FIREWALL.SOLN	Falcon Firewall Management	\$11.82	\$3,546.00
1	CS.NGSIEMG.GOV.SOLN	Falcon Next-Gen SIEM on Gov Cloud Additional Ingestion (qty = GB)	\$2,804.58	\$2,804.58
11	CS.NGSIEM365D.GOV.SOLN	Falcon Next-Gen SIEM on Gov Cloud 365 Day Retention (qty = GB)	\$287.57	\$3,163.27
11	CS.NGSIEMC.GOV.SOLN	Falcon Complete Next-Gen SIEM on Gov Cloud Upgrade (qty = GB)	\$3,085.03	\$33,935.33
300	CS.FSR.365.SOLN	Falcon Search Retention - 365 days	\$47.80	\$14,340.00
1	RR.HOS.ENT.EXPS	Express Support	\$14,014.46	\$14,014.46

Crowdstrike Pricing

Qty	Manufacturer Part Number	Product Description	Price	Ext. Price
CrowdStrike Falcon Platform Renewal — Term & Billing				
Term: 3 years, November 27, 2026 – November 26, 2029				
Annual Billing Schedule:				
• Year 1 (Nov 27, 2026): \$54,863.45 • Year 2 (Nov 27, 2027): \$55,013.77 • Year 3 (Nov 27, 2028): \$54,863.42 • Total Contract Value: \$164,740.64				
Pricing Notes:				
This renewal reflects a standard price increase applied by CrowdStrike to account for rising cloud storage and compute costs, along with continued investment in Falcon Platform capabilities. Complimentary training seats are included at no additional charge.				
Order Terms:				
Once accepted, this order is non-cancellable, and amounts invoiced are non-refundable except as expressly provided by CrowdStrike's governing agreement. CrowdStrike licensing includes no grace period — this renewal must be fully processed prior to expiration on November 26, 2026 to avoid a lapse in coverage.				
			Subtotal:	\$164,740.64

Quote Summary	Amount
Crowdstrike Pricing	\$164,740.64
Total:	\$164,740.64

Please ask your BlueAlly Sales Representative about Managed Services.

The information contained herein is the intellectual property of BlueAlly. This quotation is an invitation to offer only. The prices quoted shall remain firm for 30 days from the date hereof, unless modified in writing by BlueAlly. The customer is obligated to pay for this purchase within 30 days of original invoice. Payment may be made either through third party financing or by payment from the customer. FOB - Freight collect. This quote includes a 3% discount for payment by cash or check on agreed terms. Payment through credit card will result in the loss of this additional discount.

Please Reference Quote Number on all Purchase Orders

All orders are subject to the manufacturer's terms and conditions including, but not limited to, any end user licensing agreement (EULA)

Pricing Subject to Change Due to Manufacturer Actions. All pricing is contingent upon manufacturer and distributor pricing remaining unchanged. In the event that any manufacturer or distributor increases pricing, imposes surcharges, modifies discount structures, or otherwise increases BlueAlly's cost at any time prior to shipment or delivery — including due to inflation, component shortages, tariffs, or foreign exchange — BlueAlly may adjust pricing accordingly upon notice to Customer. Customer acknowledges that manufacturer pricing is outside of BlueAlly's control and agrees to pay any such adjusted pricing as a condition of performance.

MULTI-YEAR COMMITMENT; NON-CANCELLATION

1. Full-Term Commitment. By accepting this Quote, Buyer commits to purchase all products and services for the full multi-year term stated herein. This commitment is firm, non-cancellable, and not subject to reduction based on changes in Buyer's priorities, budget, or business needs.
2. Binding Effect. These terms are incorporated into the Quote and, once accepted, supersede any conflicting terms in any Buyer-issued purchase order or other document.



Acceptance	
BlueAlly	City of Piedmont
Skyler Blair	
Skyler Blair	
Signature / Name	Signature / NameInitials
08/12/2026	
Date	Date