

Endpoint Protection — CrowdStrike Falcon Complete

Vendor	CrowdStrike — Falcon Complete MDR
Contract Amount	\$193,492.00
Term	12 months
Purchasing Vehicle	OMNIA Partners Cooperative Contract
Funding Source	Technology Department operating budget — no additional appropriation required

Background

Historically, the Kentucky Department of Education’s Office of Education Technology (OET) has provided Endpoint Protection (antivirus) services to Kentucky school districts, including both the software licensing and ongoing management. Effective June 30, 2026, OET will discontinue this service, requiring each district to independently procure and administer its own solution.

Evaluation Process

Beginning in October 2025, the Technology Department conducted a structured evaluation of Next-Generation Antivirus (NGAV) and Extended Detection and Response (XDR) solutions. Because vendor offerings varied significantly in scope and included services, direct price comparisons were not always possible on an equivalent basis. The evaluation took into account the following criteria:

- Coverage of Chromebook devices, which represent a significant portion of the district’s fleet
- Managed Detection and Response (MDR) capability — 24/7 access to certified cybersecurity professionals
- Breadth of threat intelligence and proactive risk mitigation tools
- Total cost relative to the level of protection and service provided

CrowdStrike’s XDR coverage for Chromebooks is a critical differentiator given the district’s device composition.

What This Contract Includes

- Next-Generation Antivirus (NGAV) and XDR protection across all device types, including Chromebooks
- Managed Detection and Response (MDR): unlimited access to CrowdStrike cybersecurity professionals in the event of an incident, as well as ongoing day-to-day platform management
- Global threat intelligence reporting to inform proactive security decisions
- Additional tools to identify and mitigate emerging cybersecurity risks

Competitive Quotes

The following quotes were solicited. As noted, offerings are not identical in scope:

Vendor / Solution	Contract Vehicle	Annual Cost
CrowdStrike — Falcon Complete MDR (★ Recommended)	OMNIA Partners	\$193,492.00
SentinelOne	OMNIA Partners	\$118,236.26
Microsoft 365 Advanced Threat Protection	NASPO ValuePoint	\$62,449.12

Note: Microsoft and SentinelOne’s coverage and level of managed response services included were significantly different than in the CrowdStrike solution. The Technology Department recommends approval of the CrowdStrike Falcon Complete contract through OMNIA Partners at \$193,492.00.

TRACE3

2026-1-342778 Crowdstrike

Quote # Trace3.184930.v2

Prepared for:

Oldham County Schools

Trey Greenwell
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Crowdstrike 1 Year - Carahsoft OMNIA R240303

Line #	Qty	Part Number	Product Details	Start Date	End Date	Unit Price	Extended Price
Faculty Staff							
1	2500	FC.CS.SOLN.FLEX	Falcon Complete Next-Gen MDR12 Month TermCrowdStrike, Inc. - FC.CS.SOLN.FLEX	5/22/2026	5/21/2027	\$22.97	\$57,425.00
2	2500	CS.TG.STD	Threat Graph Standard12 Month TermCrowdStrike, Inc. - CS.TG.STD	5/22/2026	5/21/2027	\$0.00	\$0.00
3	1	RR.HOS.ENT.EXPS	Express Support - 12 month - 12 Month Term CrowdStrike, Inc. - RR.HOS.ENT.EXPS	5/22/2026	5/21/2027	\$8,982.00	\$8,982.00
4	2500	CS.INSIGHTB.SOLN	Insight - Bundled12 Month TermCrowdStrike, Inc. - CS.INSIGHTB.SOLN	5/22/2026	5/21/2027	\$0.00	\$0.00
5	2500	CS.PREVENTB.SOLN	Prevent - Bundled12 Month TermCrowdStrike, Inc. - CS.PREVENTB.SOLN	5/22/2026	5/21/2027	\$0.00	\$0.00
6	2500	CS.DISCB.SOLN	Discover - Bundled12 Month TermCrowdStrike, Inc. - CS.DISCB.SO	5/22/2026	5/21/2027	\$0.00	\$0.00
7	2500	CS.FALCOMPS.SVC	Falcon Complete Subscription12 Month TermCrowdStrike, Inc. - CS.FALCOMPS.SVC	5/22/2026	5/21/2027	\$0.00	\$0.00
8	2500	CS.AOW.SVC	Falcon Adversary OverWatch Endpoint12 Month TermCrowdStrike, Inc. - CS.AOW.SVC	5/22/2026	5/21/2027	\$0.00	\$0.00

CrowdStrike 1 Year - Carahsoft OMNIA R240303

Line #	Qty	Part Number	Product Details	Start Date	End Date	Unit Price	Extended Price
9	2500	CS.FSR.180.SOLN	Falcon Search Retention - 180 days 12 Month Term CrowdStrike, Inc. - CS.FSR.180.SOLN	5/22/2026	5/21/2027	\$3.33	\$8,325.00
10	2500	CS.EXPOMANUP.SOLN	Falcon Exposure Management Upgrade 12 Month Term CrowdStrike, Inc. - CS.EXPOMANUP.SOLN	5/22/2026	5/21/2027	\$3.38	\$8,450.00
11	2500	CS.CHARLOTTEAI.SOLN	Charlotte AI 12 Month Term CrowdStrike, Inc. - CS.CHARLOTTEAI.SOLN	5/22/2026	5/21/2027	\$1.33	\$3,325.00
12	2500	CS.AINTEL.SOLN	Falcon Adversary Intelligence 12 Month Term CrowdStrike, Inc. - CS.AINTEL.SOLN	5/22/2026	5/21/2027	\$19.69	\$49,225.00
Students - Chrome Books							
13	16000	CS.INSCHOST.SOLN	Insight for ChromeOS Standard 12 Month Term CrowdStrike, Inc. - CS.INSCHOST.SOLN	5/22/2026	5/21/2027	\$2.28	\$36,480.00
14	16000	CS.INSIGHT.CHO.SOLN	Insight for Chrome OS - 12 Month (Requires Threat Graph. Cannot be quoted standalone.) 12 Month Term CrowdStrike, Inc. - CS.INSIGHT.CHO.SOLN	5/22/2026	5/21/2027	\$0.00	\$0.00
15	16000	CS.TG.STD	Threat Graph Standard 12 Month Term CrowdStrike, Inc. - CS.TG.STD	5/22/2026	5/21/2027	\$0.00	\$0.00
16	16000	CS.CHARLOTTEAI.SOLN	Charlotte AI 12 Month Term CrowdStrike, Inc. - CS.CHARLOTTEAI.SOLN	5/22/2026	5/21/2027	\$1.33	\$21,280.00

Crowdstrike 1 Year - Carahsoft OMNIA R240303

Line #	Qty	Part Number	Product Details	Start Date	End Date	Unit Price	Extended Price
17	1	OMNIA-PARTNERS-R240303-FEE	OMNIA-PARTNERS-R240303			\$0.00	\$0.00

Subtotal: \$193,492.00

Pricing Disclaimer

Additional Information

Trace3 will use commercially reasonable efforts to maintain the prices quoted herein through the quote expiration date. Notwithstanding any other term or condition in this quote or any existing agreement applicable to this quote, Trace3 reserves the right to rescind this quote prior to the quote expiration date in the event of OEM (including distributors) price increases due to tariffs, in which case Trace3 will issue a new quote with revised pricing. Trace3 will use commercially reasonable efforts, but will not be obligated to, provide advance notice of such rescission.

2026-1-342778 Crowdstrike

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Quote Information:

Trace3.184930.v2

Quote Date: 04/01/2026
Expiration Date: 05/01/2026

Quote Summary

Description	Amount
CrowdStrike 1 Year - Carahsoft OMNIA R240303	\$193,492.00
Total:	\$193,492.00

Upon client signatory's execution of this Quote, he/she affirms that:

1. Client will purchase and pay Trace3 for the equipment and/or services referenced above;
2. Without a separate written agreement signed by Trace3 and client, equipment and/or services referenced above are provided solely subject to the terms of this Quote and the applicable terms and conditions located at <http://www.trace3.com/legal>
3. He/she is authorized to accept this Quote on behalf of client and has complied with all of client's business practices in making this purchase
4. Unless specifically itemized, quoted amounts exclude shipping and sales taxes, which will be charged on all U.S. shipments
5. Client is responsible for submitting exemption certificates for sales tax-exempt purchases.
6. Use of the equipment and/or services referenced above is subject to the applicable end-user license agreement of the manufacturer.

Oldham County Schools

Signature: _____
Name: _____
Title: _____
Date: _____

Written Determination Form

Please upload this on the req entry page in Munis -

CHECK THE EXCEPTION BEING UTILIZED

- This vendor is included on of the approved vendor list – no quotes needed. Please mark with list-
 - Purchase Pros
 - Sourcewell
 - Omnia

- There is a single source for the item
Explain why the vendor is a single source:

- The contract is for the services of a licensed professional, education specialist, technician, or an artist

State the why the services qualify:

- The contract is for the purchase of perishable items purchased on a weekly or more frequent basis

- The contract is for proprietary item(s) for resale: This can include the buying or selling of item(s) by students when it is part of the educational experience

- The contract is for replacement parts when the need cannot be reasonably anticipated and stockpiling is not feasible

- The contract or purchase is for expenditures made on authorized trips outside the boundaries of OCS

- The contract is for a sale of supplies at reduced prices that will afford OCS a savings