

Staff Report

TO: Board of Directors

FROM: John Ortiz, Information Technology Administrator

DATE: January 25, 2023

SUBJECT: Security Office Center (SOC) Service Replacement (Consent)

ADMINISTRATION

RECOMMENDATION:

Award a two-year contract to Savant Solutions in the amount of \$114,748.00 for the Arctic Wolf product and authorize the General Manager to execute the appropriate documents.

BACKGROUND:

What is a SOC – A security operation center (SOC) is a team of IT security professionals that protect the organization by monitoring, detecting, analyzing, and investigating cyber threats.

Why is a SOC service important? 24/7/365 network monitoring is critical to keeping NID technology assets safe from Cyber Attacks. Arctic Wolf is an industry leader in the Managed Detection and Response (SOC as a service) space. Arctic Wolf sells their product through a third party distributor and direct. They will provide the technology, people, and process to aid the Nevada Irrigation district team in protecting our cyber landscape and technology environment. In summation, Arctic Wolf looks at more attack surfaces than we do today, they mitigate risk through their delivery model to provide better security outcomes, for a more cost-effective solution than our current process.

SITUATION:

After a network breach in October 2021, the District quickly engaged a SOC provider (Packet360) to provide additional network security services. However, after working with Packet360 for a year, it was determined that Packet360 could not in fact provide the adequate security outcomes needed to protect our environment from external threats. By replacing our existing solution with Arctic Wolf, we can improve service at reduce costs. Improved service with Arctic Wolf stems from their Concierge Delivery Model, where they have two named personnel

assigned to our account that will aid in detecting threats, giving us a step-by-step process to remediate any threats and to consult with the District to harden our cyber security posture over time. They will also help us reduce costs by eliminating redundancies in our environment and provide a more cost-effective service than Packet360. Our costs would decrease \$135,000.00 to \$57,375.00 with Arctic Wolf, on an annual basis. On top of that Arctic Wolf is offering \$1,000,000 of service assurance warranty, which no other provider in this space offers.

Furthermore, FERC Docket No. RM22-3-000, released on January 20th, 2022, proposed strengthening its Critical Infrastructure Protection Reliability Standard by requiring internal network monitoring. Arctic Wolf will provide this through continuous network monitoring and scanning, employee training, and a holistic approach to reducing cyber risk.

Staff recommends awarding a two-year contract agreement for \$114,748.00 to Savant Solutions for the procurement of services provided by Arctic Wolf Inc. Savant Solutions quote is the less expensive that the other bids received to provide Arctic Wolf services. Please see attached competitive quotes.

BUDGETARY IMPACT:

The 2023 Information Technology department budget includes \$295,000 in consulting fees. The 24-month contract amount of \$114,748, (annual cost 57,374) is within the budgeted amount.

Attachments: (3)

- Attachment A: Savant Solutions Quote
- Attachment B: Arctic Wolf Quote
- Attachment C: Carahsoft



SAVANT SOLUTIONS

Your Trusted IT Advisor

1030 G St.
Sacramento, CA 95814
(916) 836-8182
sales@savantsolutions.net

Quote# JO-111822-1

Date: 11/18/22
Terms: NET45
FOB: Destination
Valid for: 30 days
Shipping: Ground

Bill To

Nevada Irrigation District
Attn: Accounts Payable
1036 W Main St
Grass Valley, CA 95945-5424
Phone: (530) 271-6831

Ship To

Nevada Irrigation District
Attn: John Ortiz
1036 W Main St
Grass Valley, CA 95945-5424
Phone: (530) 271-6831

Line #	Part No.	Description	Qty	Unit Price	Ext. Price
1	AW-MDR-USER	Arctic Wolf MDR user license	201	\$300.00	\$60,300.00
2	AW-MDR-SE	Arctic Wolf MDR server license	50	\$300.00	\$15,000.00
3	AW-MDR-90DAY	Arctic Wolf MDR Log Retention - 90 days	251	\$0.00	\$0.00
4	AW-MDR-2XX-S	Arctic Wolf 200 Series Sensor	1	\$3,500.00	\$3,500.00
5	AW-MDR-0365	Arctic Wolf MDR Office 365 user license	201	\$30.00	\$6,030.00
6	AW-PLATFORM-BASE	Arctic Wolf Platform - Base Platform	1	\$3,600.00	\$3,600.00
7	AW-PLATFORM	Arctic Wolf Platform - Users and Servers	251	\$18.00	\$4,518.00
8	AW-MSAT-MA	Arctic Wolf Managed Security Awareness Service	201	\$40.00	\$8,040.00
9	AW-MR-USER	Arctic Wolf Managed Risk user license	201	\$140.00	\$28,140.00
10	AW-MR-SE	Arctic Wolf Managed Risk server license	50	\$140.00	\$7,000.00
11	AW-MDR-OB	Arctic Wolf MDR Onboarding (One time fee)	1	\$4,000.00	\$4,000.00
12	AW-MR-OB	Arctic Wolf Managed Risk Onboarding (One time fee)	1	\$1,500.00	\$1,500.00
13	AW-BUYBACK	Dark Trace Buy-back	1	-\$27,000.00	-\$27,000.00
		POP: 1/14/22 - 1/13/25			

Notes: 2 year contract - 45 Day Onboarding
8% increase on all line items upon renewal

Subtotal:		\$114,628.00
Tax:		\$0.00
Credit:		\$0.00
Shipping:		\$120.00
Total:		\$114,748.00

**Thank you for giving Savant Solutions the opportunity to support you!
Each order helps supports a non-profit in need.**

www.SavantSolutions.net

GOVERNMENT PRICE QUOTATION



carahsoft.

CARAHSOFT TECHNOLOGY CORP
 11493 SUNSET HILLS ROAD | SUITE 100 | RESTON, VIRGINIA 20190
 PHONE (703) 871-8500 | FAX (703) 871-8505 | TOLL FREE (877) 878-7468
 WWW.CARAHSOFT.COM/ARCTICWOLF | ARCTICWOLF@CARAHSOFT.COM

TO: John Ortiz
 Nevada Irrigation District
 USA

FROM: Tyler Nelson
 Arctic Wolf Government Solutions Team
 at Carahsoft Technology Corp.
 11493 Sunset Hills Road
 Suite 100
 Reston, Virginia 20190

EMAIL: ortizj@nidwater.com

EMAIL: Tyler.Nelson@Carahsoft.com

PHONE:

PHONE: (703) 889-9808 **FAX:** (703) 871-8505

TERMS: FTIN: 52-2189693
 Shipping Point: FOB Destination
 Remit To: Same as Above
 Payment Terms: Net 30 (On Approved Credit)
 Cage Code: 1P3C5
 DUNS No: 088365767
 UEI: DT8KJHZXVJH5
 Credit Cards: VISA/MasterCard/AMEX
 Sales Tax May Apply

QUOTE NO: 37353947
QUOTE DATE: 01/18/2023
QUOTE EXPIRES: 02/17/2023
RFQ NO:
SHIPPING: GROUND
TOTAL PRICE: \$194,302.87

TOTAL QUOTE: \$194,302.87

LINE NO.	PART NO.	DESCRIPTION	LIST PRICE	QUOTE PRICE	QTY	EXTENDED PRICE
1	AW-MDR-USER	Arctic Wolf MDR user license 125-3000 Arctic Wolf Networks, Inc. - AW-MDR-USER Start Date: 02/26/2023 End Date: 02/25/2025	\$400.00	\$380.00	OM 201	\$76,380.00
2	AW-MDR-SE	Arctic Wolf MDR server license Arctic Wolf Networks, Inc. - AW-MDR-SE Start Date: 02/26/2023 End Date: 02/25/2025	\$400.00	\$380.00	OM 50	\$19,000.00
3	AW-MDR-90DAY	Arctic Wolf MDR Log Retention - 90 days Arctic Wolf Networks, Inc. - AW-MDR-90DAY Start Date: 02/26/2023 End Date: 02/25/2025	\$0.00	\$0.00	OM 251	\$0.00
4	AW-MDR-2XX-S	Arctic Wolf 200 Series Sensor Arctic Wolf Networks, Inc. - AW-MDR-2XX-S Start Date: 02/26/2023 End Date: 02/25/2025	\$6,000.00	\$5,700.00	OM 1	\$5,700.00
5	AW-MDR-O365	Arctic Wolf MDR Office 365 user license Arctic Wolf Networks, Inc. - AW-MDR-O365 Start Date: 02/26/2023 End Date: 02/25/2025	\$45.00	\$42.75	OM 201	\$8,592.75
6	AW-MR-USER	Arctic Wolf Managed Risk user license 125-3000 Arctic Wolf Networks, Inc. - AW-MR-USER Start Date: 02/26/2023 End Date: 02/25/2025	\$200.00	\$190.00	OM 201	\$38,190.00
7	AW-MR-SE	Arctic Wolf Managed Risk server license Arctic Wolf Networks, Inc. - AW-MR-SE Start Date: 02/26/2023 End Date: 02/25/2025	\$200.00	\$190.00	OM 50	\$9,500.00
8	AW-MSAT-MA	Arctic Wolf Managed Awareness Service Arctic Wolf Networks, Inc. - AW-MSAT-MA Start Date: 02/26/2023 End Date: 02/25/2025	\$60.00	\$57.01	OM 201	\$11,459.01

GOVERNMENT PRICE QUOTATION



CARAHSOFT TECHNOLOGY CORP
 11493 SUNSET HILLS ROAD | SUITE 100 | RESTON, VIRGINIA 20190
 PHONE (703) 871-8500 | FAX (703) 871-8505 | TOLL FREE (877) 878-7468
 WWW.CARAHSOFT.COM/ARCTICWOLF | ARCTICWOLF@CARAHSOFT.COM

LINE NO.	PART NO.	DESCRIPTION	LIST PRICE	QUOTE PRICE	QTY	EXTENDED PRICE
9	AW-PLATFORM-BASE	Arctic Wolf Platform - Base Platform Arctic Wolf Networks, Inc. - AW-PLATFORM-BASE Start Date: 02/26/2023 End Date: 02/25/2025	\$30,000.00	\$7,500.00 OM	1	\$7,500.00
10	AW-PLATFORM	Arctic Wolf Platform - Users and Servers Arctic Wolf Networks, Inc. - AW-PLATFORM Start Date: 02/26/2023 End Date: 02/25/2025	\$30.00	\$28.50 OM	251	\$7,153.50
11	AW-MDR-OB	Arctic Wolf MDR Onboarding Arctic Wolf Networks, Inc. - AW-MDR-OB	\$7,855.37	\$7,462.60 OM	1	\$7,462.60
12	AW-MR-OB	Arctic Wolf Managed Risk Onboarding Arctic Wolf Networks, Inc. - AW-MR-OB	\$3,415.80	\$3,245.01 OM	1	\$3,245.01
13	AW-SHP	Arctic Wolf Sensor/Scanner Shipping Arctic Wolf Networks, Inc. - AW-SHP	\$120.00	\$120.00 OM	1	\$120.00
SUBTOTAL:						\$194,302.87

PLEASE SEND ALL ORDERS TO: OMTeam@carahsoft.com

TOTAL PRICE: **\$194,302.87**

TOTAL QUOTE: **\$194,302.87**



Arctic Wolf Networks, Inc.
8939 Columbine Rd, Suite 150
Eden Prairie, MN 55347

Prepared By: Steven Rethwill
Email: steven.rethwill@arcticwolf.com
Phone:

Prepared For:
John Ortiz
ortizj@midwater.com

Platform Location: United States

Bill To:

Nevada Irrigation District
1036 W Main St
Grass Valley, CA 95945-5424

Quote #: Q-142726 - 1
Expiration Date: 1/27/2023
Payment Terms: Net 30
Billing Cycle: Multiyear Up Front

Committed Term: 24 Months
Terms: Standard Terms
Shipment Outside US/CA/UK/EU: No
Transaction Type: Direct

Ship To:

Nevada Irrigation District
1036 W Main St
Grass Valley, CA 95945-5424

Item Description - Subscription	Item	Quantity	Subscription Start Date	Subscription End Date	Annual List Price	List Total	Discount %	Net Total
Arctic Wolf MDR user license	AW-MDR-USER	201	2/26/2023	2/25/2025	\$200.00	\$80,400.00	0	\$80,400.00
Arctic Wolf MDR server license	AW-MDR-SE	50	2/26/2023	2/25/2025	\$200.00	\$20,000.00	0	\$20,000.00
Arctic Wolf MDR Log Retention - 90 days	AW-MDR-90DAY	251	2/26/2023	2/25/2025	\$0.00	\$0.00		\$0.00
Arctic Wolf 200 Series Sensor	AW-MDR-2XX-S	1	2/26/2023	2/25/2025	\$3,000.00	\$6,000.00	0	\$6,000.00
Arctic Wolf MDR Office 365 user license	AW-MDR-O365	201	2/26/2023	2/25/2025	\$22.50	\$9,045.00	0	\$9,045.00
Arctic Wolf Managed Risk user license	AW-MR-USER	201	2/26/2023	2/25/2025	\$100.00	\$40,200.00	0	\$40,200.00
Arctic Wolf Managed Risk server license	AW-MR-SE	50	2/26/2023	2/25/2025	\$100.00	\$10,000.00	0	\$10,000.00
Arctic Wolf Managed Security Awareness Service	AW-MSAT-MA	201	2/26/2023	2/25/2025	\$30.00	\$12,060.00	0	\$12,060.00
Arctic Wolf Platform - Base Platform	AW-PLATFORM-BASE	1	2/26/2023	2/25/2025	\$15,000.00	\$30,000.00	75	\$7,500.00
Arctic Wolf Platform - Users and Servers	AW-PLATFORM	251	2/26/2023	2/25/2025	\$15.00	\$7,530.00	0	\$7,530.00

Item Description - One-Time Fee	Item	Quantity	Subscription Start Date	Subscription End Date	List Price	List Total	Discount %	Net Total
Arctic Wolf MDR Onboarding	AW-MDR-OB	1			\$8,658.38	\$8,658.38	0	\$8,658.38
Arctic Wolf Managed Risk Onboarding	AW-MR-OB	1			\$3,765.00	\$3,765.00	0	\$3,765.00
Arctic Wolf Sensor/Scanner Shipping	AW-SHP	1			\$120.00	\$120.00	0	\$120.00

Subtotal Subscription Fees* USD 192,735.00
Subtotal One-Time Fees USD 12,543.38
Total Fees USD 205,278.38

*The Net Total price for each item in the table above will increase by 8.0% on (i) the annual anniversary of the Subscription Start Date or (ii) the end of any prepaid, in full multi-year Committed Term (the "increase"). Thereafter, pricing for any subsequent renewals is as set forth in the Agreement.

This Order Form qualifies for the Arctic Wolf Service Warranty. Upon finalization of this Order Form and for initial enrollment in the Service Warranty, Customer will receive a link with an embedded token from Arctic Wolf's third party service provider, Cysurance. **CUSTOMER MUST ENROLL IN THE SERVICE WARRANTY AND RECEIVE AN ENROLLMENT CONFIRMATION EMAIL TO BE ELIGIBLE FOR THE SERVICE WARRANTY.** Execution or acceptance of this Order Form **DOES NOT** constitute enrollment in the Service Warranty. If this is a renewal Order Form that qualifies for the Service Warranty, Customer's initial enrollment in the Service Warranty will continue. The Subscriber Terms can be found at <https://arcticwolf.com/terms/subscriber-terms/>

Terms

This Order Form and the applicable agreement for the product or Solutions listed herein and located at <https://www.arcticwolf.com/terms/> (or equivalent agreement executed by the parties), as may be amended from time to time (collectively the "Agreement") is entered into between Arctic Wolf and the customer listed in the signature panel below ("Customer"). Acceptance of this Order Form is acceptance of any updated terms in the Agreement, unless otherwise set forth in your Agreement. Customer acknowledges and accepts the terms of the Agreement by executing this Order Form or by issuing a Purchase Order ("PO") for the products or Solutions referenced herein. The Order Form Effective Date is the earlier of: (i) the date of first signature below or (ii) the date of receipt of a PO. Unless otherwise defined in this Order Form, all defined terms shall have the same meaning as set forth in the Agreement.

SKUs with "One-Time Fees" are not sold on a subscription or recurring basis. Unless otherwise provide on this Order Form, all One-Time Fees shall be invoiced on the first invoice (where applicable), along with the Subscription Fees for the Subscription Term, as set forth above or in any Invoice Schedule herein. Unless otherwise set forth on this Order Form, the first invoice shall be invoiced on the Order Form Effective Date. All subsequent invoices for Fees, both One-Time (to the extent applicable) and Subscription Fees (collectively, "Fees"), shall be invoiced 30 days in advance, in accordance with the billing frequency stated on this Order Form. Fees are non-refundable and do not include any sales, use or excise taxes now or hereafter imposed by any governmental authority ("Taxes") with respect to the products listed above. Applicable Taxes may be invoiced and due in accordance with the Agreement.

The terms of this Order Form are deemed Confidential Information as defined in the Agreement and may not be disclosed except as otherwise provided in the Agreement.

By signing below, Customer acknowledges and agrees to the terms of this Order Form and the Agreement referenced above.

Nevada Irrigation District

By _____

Name _____

Title _____

Date _____

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