



Internal Memorandum

Date: January 25, 2023

To: Lonnie Robbins, Chief Administrative Officer
Department of County Administration

From: Brandee Ganz, Director
Department of Technology and Communication Services



Subject: Written Testimony for Legislation
New Multi-Year Agreement for CrowdStrike

CrowdStrike multi-year agreement includes CrowdStrike Falcon, CrowdStrike Falcon Complete and CrowdStrike ITP. CrowdStrike Falcon is a next generation anti-virus application and cyber threat management platform. CrowdStrike Falcon Complete serves as our managed detection and response (MDR) provider. CrowdStrike Identity Threat Protection (ITP) is an identity management and threat alerting platform.

The services provided by CrowdStrike is critical to the County's security operations, as they provide protection against Ransomware, Malware, and other malicious software or unauthorized applications and activity. CrowdStrike Falcon Complete provides 24/7 incident response and containment activities when malicious activity is detected on Howard County computer assets. CrowdStrike ITP protects against misuse or compromise of Howard County Government accounts.

The below table shows the estimated cost savings. Annual payments on the proposed three-year agreement are \$313,299.00. Historically, annual payments with no agreement in place have increased each year. By entering into a multi-year agreement, we project that the County will save \$122,285.34 support costs over three-year multi-agreement.

Project	Fiscal Year	Cost w/ multi-yr agmt.	Cost w/out multi-yr agmt.	Savings
1 – Year 1	2023	\$313,299.00	\$354,060.78	\$40,761.78
2 – Year 2	2024	\$313,299.00	\$354,060.78	\$40,761.78
3 – Year 3	2025	\$313,299.00	\$354,060.78	\$40,761.78
Totals:		\$939,897.00	\$1,062,182.34	\$122,285.34