

McKinney Independent School District
#1 Duvall Street, McKinney, Texas 75069

To: Board of Trustees
From: Shawn Pratt, Superintendent
Subject: Managed Detection & Response Services
Date: August 26, 2024

To further enhance our cybersecurity posture, members of the information security team evaluated different solutions to migrate our current managed detection & response solution. The team determined the Google Security Operations platform partnered with Netenrich's Adaptive Managed Detection & Response Services provides the best value for us to identify the latest threats and quickly respond to neutralize the threat. Netenrich's services provide 24x7x365 security monitoring to ensure visibility to active threats regardless of the time of day.

The Burwood Group, Inc. partnered with Netenrich provided a three-year quote for the total of \$550,427.85 using the E&I Cooperative Services Contract #: EI00063~2021MA. The district is committing to a three-year term that will be paid annually from M&O budget.

Impact Statement: .

It is recommended: The board approves the purchase of the managed detection & response services from the Burwood Group, Inc. in the amount of \$550,427.85.

Resource Person(s): Stephen McGilvray, Chief Information Officer

Respectfully submitted,
Shawn Pratt
Superintendent

Dr. Dennis Womack
Assistant Superintendent

QUOTATION

Burwood Group, Inc.
1515 W. 22nd Street, Suite 200 West
Oak Brook, IL 60523
(312) 327-4600



Quoted to:

McKinney Independent School District
1 Duval Street
McKinney, TX

Ship to:

McKinney Independent School District
Brett Field
1 Duval Street
McKinney, TX
PO#

McKinney ISD_Chronicle/Netenrich SecOps
Enterprise Subscription (3YR)_08122024

Quote Number:

CHIQ69025

Quote Date:

8/14/2024

Customer ID	Good Through	Payment Terms	Sales Representative
	9/13/2024	Net 30	Mark Heil

E&I Contract #: EI00063~2021MA

All shipments should be inspected at time of delivery for completeness and possible damage. Signing for a delivery indicates there are no discrepancies or visible damage. If a discrepancy or damage is found, it should be documented with the carrier on the BOL/POD at the time of delivery. Follow up by reporting the issue to Burwood within 1 day: including pictures of damaged packaging and the BOL/POD.

Line #	Qty	Item	Type	Description	Unit Price	Ext. Price
<i>Chronicle SecOps Enterprise Subscription</i>						
<i>E&I Contract #: EI00063~2021MA</i>						
3	75,000	4931-F227-D76B	License	Bytes of data ingested in US for the Enterprise package under subscription Chronicle SecOps Enterprise Subscription: - 36-month term - Billing Frequency: Monthly in Arrears - Start Date: 08/30/2024 - End Date: 08/29/2027	\$3.57	\$267,750.00
4				SubTotal		\$267,750.00
<i>Year 1</i>						
6	76,919	CPP-POINT-F-825	License	U.S. Public Sector CPP Points - 1 charge per point Netenrich's Managed Detection and Response Services for Google SecOps ENTERPRISE ("Netenrich MDR" - see Exhibit A for MDR Services Scope) Netenrich, Inc. Start Date: 09/02/2024 End Date: 09/01/2025	\$1.05	\$80,764.95
7				Year 1 SubTotal		\$80,764.95
<i>Year 2</i>						

Line #	Qty	Item	Type	Description	Unit Price	Ext. Price
9	92,303	CPP-POINT-F-825	License	U.S. Public Sector CPP Points - 1 charge per point Netenrich's Managed Detection and Response Services for Google SecOps ENTERPRISE ("Netenrich MDR" - see Exhibit A for MDR Services Scope) Netenrich, Inc. Start Date: 09/02/2025 End Date: 09/01/2026	\$1.05	\$96,918.15
10				Year 2 SubTotal		\$96,918.15
	Year 3					
12	99,995	CPP-POINT-F-825		U.S. Public Sector CPP Points - 1 charge per point Netenrich's Managed Detection and Response Services for Google SecOps ENTERPRISE ("Netenrich MDR" - see Exhibit A for MDR Services Scope) Netenrich, Inc. Start Date: 09/02/2025 End Date: 09/01/2026	\$1.05	\$104,994.75
13				Year 3 SubTotal		\$104,994.75
					SubTotal	\$550,427.85
					Sales Tax	\$0.00
					Est. Shipping	\$0.00
					Total	\$550,427.85

The use of above SecOps Services is limited to Burwood Group's Customer: McKinney Independent School District

Overages. Burwood Group may invoice McKinney Independent School District in arrears at the end of each month for any Units consumed in excess of the Units purchased in this Order, which will be charged at the monthly-prorated List Price less the applicable Discount, unless otherwise agreed by the parties in writing. McKinney Independent School District will pay such invoice by the Payment Due Date.

If McKinney Independent School District does not pay such invoice within thirty (30) days of the Payment Due Date, then Burwood Group may terminate this Order upon written notice. In the event McKinney Independent School District selects the Data Period in excess of 12 months, Burwood Group will invoice McKinney Independent School District for its consumption.

Invoice Issuance. McKinney Independent School District commits to purchase the Services above for the Order Term. Burwood Group will invoice McKinney Independent School District Fees according to the applicable Billing Frequency. Unless otherwise provided in the Agreement or by law, Fees for the Services are non-refundable. McKinney Independent School District may not rollover or bank unused Units across Order Terms.

Order Term. This Order is effective on the date of last signature between Burwood Group and Google and will continue for the Order Term, subject to earlier termination in accordance with the Agreement.

Termination. If the Agreement or this Order terminates before the end of the Order Term for any reason other than Google's uncured material breach in accordance with the Agreement, all unpaid Fees remaining for the duration of the Order Term will become due and payable upon termination.

Please note Chronicle subscription purchases require accompanied purchase of professional services for implementation via Google or an authorized Google

Chronicle implementation partner.

To accept this quotation, please email your signed quote and purchase order to orders@burwood.com for processing. All invoice related questions should be directed to ar@burwood.com.

Approved by: _____ Date: _____ Purchase Order Number: _____