



ALAMEDA COUNTY INFORMATION TECHNOLOGY DEPARTMENT

ITD HQ – 393 13TH STREET, OAKLAND, CA 94612 • (510) 481-3700

TIM DUPUIS
CHIEF INFORMATION OFFICER

April 15, 2025

Honorable Board of Supervisors
County of Alameda
1221 Oak Street, Suite 536
Oakland, California 94612-4305

SUBJECT: AWARD A CONTRACT TO CORNERSTONE FACILITIES CONSULTING, INC., FOR CROWDSTRIKE FALCON ENDPOINT DETECTION AND RESPONSE SOLUTION; MASTER CONTRACT NO. 902561; PROCUREMENT CONTRACT NO. 28342; AMOUNT: \$805,335

Dear Board Members:

RECOMMENDATION:

Authorize the Purchasing Agent, or her designee, to execute a contract (Master Contract No. 902561; Procurement Contract No. 28342) with Cornerstone Facilities Consulting, Inc. (Principal: Ming Ng; Location: San Leandro) to provide CrowdStrike Falcon Endpoint Detection and Response Solution to the Alameda County Information Technology Department, for the term of 6/18/25 – 6/17/28, in the amount of \$805,335.

DISCUSSION/SUMMARY:

Alameda County has implemented a fully featured Endpoint Detection and Response (EDR) Solution to enhance its endpoint security posture. The EDR Solution will address the need for continuous monitoring and response to advanced threats by detecting and preventing malicious activities. It is a subset of the endpoint security technology and a critical piece of an optimal security posture. Alameda County has maintained CrowdStrike Falcon's EDR Solutions for the last five years and the Contractor will provide necessary technology solution for Information Technology Department (ITD) to continue these services going forward.

SELECTION CRITERIA/PROCESS:

ITD has determined that Alameda County does not currently have the resources to provide CrowdStrike Falcon EDR Solution.

ITD worked with General Services Agency (GSA)–Procurement to develop a Request for Quotation (RFQ), which was issued on November 15, 2024, posted on the County and GSA LinkedIn websites for 35 days, sent to the E-Gov Goods and Services– Current Contract Opportunities mailing service, and emailed to the Chambers of Commerce e-mail group. The RFQ was also advertised in the Inter-City Express on November 19, 2024, and in the San Francisco Daily Journal on November 19, 2024. A

vendor outreach was conducted on November 13, 2024, followed by one networking/bidders conference on November 21, 2024, which was attended by three attendees representing three vendors.

On December 20, 2024, four bidders submitted responses to RFQ. Two bidders were disqualified for submitting incomplete bid responses. The remaining two responses were evaluated by GSA and ITD based on the lowest pricing and the County's requirement for the CrowdStrike Falcon EDR Solution.

Cornerstone Facilities Consulting, Inc., was the lowest cost-responsible vendor and is being recommended for award. Cornerstone Facilities Consulting, Inc., is a certified Small, Local and Emerging Business (SLEB) (Certified Small: 07-91121; Expiration: 2/28/2026).

The following is the evaluation summary:

EVALUATION SUMMARY

Vendor	Location	Local	SLEB	Bid Price	Evaluation Bid Price
<i>Cornerstone Facilities Consulting, Inc.</i>	<i>San Leandro, CA</i>	<i>Y</i>	<i>Y</i>	<i>\$805,335</i>	<i>\$724,801</i>
<i>Stack Solution, Inc.</i>	<i>Pleasanton, CA</i>	<i>Y</i>	<i>Y</i>	<i>\$846,895</i>	<i>\$762,206</i>

FINANCING:

Appropriations for this contract are included in the ITD Fiscal Year 2025-26 MOE Budget and will be requested in future budget years. No additional appropriations are required and there will be no increase in net County cost.

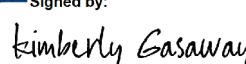
VISION 2036 GOAL:

CrowdStrike Falcon EDR Solution meets the 10X goal pathway of an **Accessible & Integrated Infrastructure** in support of our shared visions of a **Prosperous and Vibrant Economy**.

Respectfully submitted,

DocuSigned by:

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Tim Dupuis
Chief Information Officer

Signed by:

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Kimberly Gasaway
Director, General Services Agency

Attachment

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cc: County Administrator
Auditor-Controller
County Counsel