



Wes Moore, Governor · Aruna Miller, Lt. Governor · Atif Chaudhry, Secretary

**Intergovernmental Cooperative Purchasing Agreement
Procurement Officer Determination
COMAR 21.05.09.04**

Per COMAR 21.05.09.02, as a Primary Procurement Unit, the DGS Office of State Procurement (OSP) may initially sponsor or participate in, renew, modify, or administer an Intergovernmental Cooperative Purchasing Agreement (ICPA) on its own behalf or on behalf of another agency when a determination is made under SFP §13-110 and COMAR 21.05.09.04.

This is to enter into a participating addendum (PA) under the NASPO Data Communication Products & Services 2019-2026 Contract with Carahsoft, in the amount of \$ 823,193.67 for Cybersecurity.

Based upon the analysis and justification provided in the attached Procurement Officer's Determination (POD) from the Maryland Department of Information Technology (DoIT) for NASPO Data Communication Products & Services 2019-2026 with Carahsoft, I have conducted an independent analysis, and determined that it is in the best interest of the State and that doing so will provide cost benefits to the State, promote administrative efficiencies, or promote intergovernmental cooperation, and is not intended as a means to evade the purposes set forth under COMAR 21.01.01.03.

A blue ink signature, appearing to be "ARUNA MILLER", written in a cursive style.

7/26/2023

Procurement Officer, DGS OSP / Date

A blue ink signature, appearing to be "MIKE HATLEY", written in a cursive style.

[Mike Hatley \(Jul 26, 2023 13:57 EDT\)](#)

Jul 26, 2023

Chief Procurement Officer / Date

A blue ink signature, appearing to be "ATIF CHAUDHRY", written in a cursive style.

Jul 26, 2023

Secretary, DGS / Date

Attachments



Wes Moore | Governor
Aruna Miller | Lt. Governor
Katie Savage | Secretary
Melissa Leaman | Deputy Secretary

PROCUREMENT OFFICER'S DETERMINATION
Intergovernmental Cooperative Purchasing
COMAR 21.05.09.04

Department/Procurement Agency: Department of General Services

Amount: \$823,193.67

Category: Information Technology Cybersecurity

Contract Type: Firm Fixed Price

Contract Term: 8/1/2023 – 5/11/2026 (1015 Days)

Name and address of selected Contractor: Carahsoft Technology Corporation
Palo Alto Network Government Solutions Team
11493 Sunset Hills Road, Suite 100
Reston, VA 20190

Scope Description:

The Department of IT (DoIT) Office of Security Management (OSM) currently monitors over 220,000 external IP addresses using a variety of manual methods and technologies. Cyber security analysts correlate observations from these disparate processes with known threat intelligence to identify risks to internet-exposed IT assets. This information is used to inform senior leadership and prioritize action taken by the Maryland Security Operations Center (SOC) to reduce risk across the state.

The manual nature of this process is time consuming and error prone; resulting in delayed action by the SOC and reduces confidence in the intelligence gathered. The DoIT Office of Security Management requires an External Attack Surface Management (EASM) platform to supply a comprehensive and continuously updated inventory of the State's global internet-facing assets from the external attacker's perspective.

The Department of Information Technology (DoIT), through the Department of General Services ("DGS"), seeks to execute a second Participating Addendum for Palo Alto Xpanse ("Participating Addendum") from Carahsoft Technology Corporation ("Carahsoft") under the National Association of State Procurement Officials Data Communication Products & Services 2019-2026 ("NASPO Contract"). The Palo Alto Xpanse Network's Expander platform will aid in the identification of both known and potential unknown internet and attacker-exposed IT assets as well as to monitor for unexpected changes and vulnerabilities that increase risk of cyber-attacks. Palo Alto Xpanse will allow the OSM and SOC to improve their ability to discover, evaluate, and mitigate cyber-attack surface risks quickly and with

greater confidence. The current one-year Participating Addendum term is August 1, 2022 to July 31, 2023.

DoIT seeks to purchase the following Palo Alto Networks products/services:

- Palo Alto Networks Expander Platform (PAN-EXP-EXPNDR) – Expander web-based subscription platform, includes 999 AUM (Assets Under Management) and Basic Customer success – Term 8/1/2023 – 5/11/2026 (1015 days)
- Palo Alto Networks Expander Asset Under Management (PAN-EXP-EXPNDR-AUM) – Assets Under Management (AUM). Assets to be monitored by the Expander platform. This item is priced annually – Term 8/1/2023 – 5/11/2026 (1015 days)
- Palo Alto Networks Premium Success (PAN-EXP-PREM-SUCCESS) – Premium Success Plan includes onboarding assistance, continuous guidance, periodic operational reviews, and access to customer support portal and 24/7 telephone support – Term 8/1/2023 – 5/11/2026 (1015 days)

Basis for Selection and Award:

The use of this procurement method will reduce the time-period between need determination and delivery of the solution; will ensure expeditious transparency to the citizens of Maryland and reduce the administrative burden on DGS. In accordance with COMAR 21.05.09.04, it is determined that this Participating Addendum will provide cost benefits to the State, will promote administration efficiencies, and promote intergovernmental cooperation. The Participation Addendum is in the best interest of the State and is not intended to evade the purpose of Division II of the State Finance Procurement Article.

Basis for Award:

The Request for Quote (RFQ) for Palo Alto Xpanse was issued to CDW-Government and Carahsoft Technology Corporation, the two (2) Palo Alto vendors who originally sent bids under the current Palo Alto Xpanse Participating Addendum on the NASPO contract. Carahsoft Technology Corporation submitted a proposal by the due date while CDW-Government did not respond to the RFQ. Carahsoft's proposal met the product specification requirements stated in the RFQ.

As a preferred Palo Alto vendor, Carahsoft received special pricing for the RFQ. When comparing the historic 2022 quote of CDWG against the 2023 Carahsoft quote, the current Carahsoft quote is still 51.59% lower. Carahsoft's 2023 quote, when compared to their 2022 quote, increased by 3.96%. An increase that is less than the May CPI percentage of 4.9%. The price provided by Carahsoft is 3.15% less than the budgetary quote provided by Palo Alto. After evaluating product specifications and pricing, Carahsoft's proposal is most advantageous to the State, therefore, Carahsoft is recommended for award.



Wes Moore | Governor
Aruna Miller | Lt. Governor
Katie Savage | Secretary
Melissa Leaman | Deputy Secretary

Determination By:

Merchelle Halsey
DoIT, Procurement Officer

Date: July 25, 2023

Approved by:

Katherine M. Savage
DoIT, Secretary (or designee)

Date: Jul 26, 2023