



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

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

Per COMAR 21.05.09.02, as a Primary Procurement Unit, the Department of General Services (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.

In accordance with State Procurement Regulations COMAR 21.05.09.04, the DGS OSP Procurement Officer, on behalf of the Department of Information Technology (DoIT), has determined that it is in the best interest of the State to procure a new contract for cyber threat intelligence platform, GrayNoise utilizing NASPO ValuePoint Cloud Solutions contract through the ICPA procurement method.

The NASPO ValuePoint Cloud Solutions contract is a multiple award contract that provides a variety of cloud solutions, including, Platform as a Service (pAAs), Infrastructure as a Service (IaaS) and Software as a Service (SaaS). It was awarded to thirty-three contractors after a public competitive procurement process that is compliant with Maryland statutes. Carahsoft Technology is one of the awardees for IaaS contracts and is partnered GreyNoise for their public sector contracts.

To establish price reasonableness, quotes were received from both GreyNoise and Carahsoft. GrayNoise's quote did not include any discounts and quoted a total price of \$291,000.00; Carahsoft provided a discount under the NASPO ValuePoint contract and quoted a total price of \$281,612.91. This shows that the State is receiving an approximate 3% discount under the NASPO ValuePoint contract, thus establishing price reasonableness.

Since Carahsoft's prices were obtained through a competitive procurement conducted by NASPO, and the DGS OSP Procurement Officer has determined the price reasonableness of the contract rates, the reduction in administrative burdens on the State by not having to conduct a stand-alone competitive procurement is realized by this ICPA procurement. Additionally, this ICPA procurement will reduce the length of time for delivery of the solution to further reduce the administrative burden and will ensure transparency to the citizens of Maryland. The use of the ICPA method is not intended to evade the purposes set forth under COMAR 21.01.01.03 or State Finance and Procurement (SFP) § 13-110.

Based upon the analysis and market research conducted noted above for GreyNoise, I have determined that it is in the best interest of the State to participate in this intergovernmental cooperative purchasing agreement, 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.

*Amanda Longacre*

30/05/24

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Amanda Longacre, Procurement Officer, DGS OSP / Date



[JAMIE TOMASZEWSKI \(May 30, 2024 15:55 EDT\)](#)

30/05/24

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Jamie Tomaszewski, Acting Deputy Chief Procurement Officer / Date

*Atif Chaudhry*

30/05/24

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Atif Chaudhry, Secretary, DGS / Date

Attachment

PROCUREMENT OFFICER'S DETERMINATION  
NASPO Intergovernmental Cooperative Purchasing Agreement  
GreyNoise Cybersecurity Platform  
FC-392-24

Department: Department of Information Technology  
Contract Term: 3-year  
Amount: \$281,612.91  
Category: Cybersecurity/Information Technology  
Contract Type: ICPA

Name and address of selected Contractor: Carahsoft Technology, Inc.  
11493 Sunset Hills Road  
Suite 100  
Reston, VA 20190

**Scope Description:**

GreyNoise is a cyber threat intelligence platform that provides visibility and context into the vast amount of “noise” on the internet. “Noise” is data packets on the internet that are addressed to IP addresses or ports that have no network device setup to receive the data. The data packets often contain network control messages, port scans, worm activities, etc., that clog the internet.

GreyNoise collects, analyzes, and labels data on IPs that scan the internet and saturate security tools with noise. The platform will enable the Maryland Security Operations Center (MDSOC) and Maryland Information Sharing and Analysis Center (MD-ISAC) to focus on potential security threats.

GreyNoise provides:

- Visibility into Internet noise thus helping the MDSOC and MD-ISAC identify and understand the different types of scanning activity on the Internet, including benign scanning from security researchers and malicious scanning from threat actors.
- Context for threat hunting by providing additional information about IP addresses, such as their reputation and historical activity. This helps MDSOC and MD-ISAC prioritize their threat-hunting efforts and focus on the most likely threats.
- Early warning of emerging threats, that tracks trending and anomalous activity so MDSOC and MD-ISAC can be alerted to new threats as they emerge.
- Powerful search and analysis tools to search its data set for emerging threats, compromised devices, and other trends.
- Integration with other security tools such as threat intelligence platforms (TIPs), SIEM/SOAR, and other existing security tools to provide data enrichment and reduce noise in SIEM, cyber threat hunt searches, or alerts.

The benefits of incorporating GreyNoise into MDSOC and MD-ISAC existing cybersecurity threat monitoring arsenal is:

- Reduced noise. GreyNoise can help MDSOC and MD-ISAC reduce the number of false positives in MDSOC and MD-ISAC security tools, so MDSOC and MD-ISAC can focus on the real threats.
- Improved threat detection. GreyNoise can help MDSOC and MD-ISAC detect emerging threats earlier before threats have a chance to cause damage.
- Enhanced threat hunting. GreyNoise can provide MDSOC and MD-ISAC with the context and information needed to prioritize MDSOC and MD-ISAC threat hunting efforts and be more effective.
- Improved security posture. By using GreyNoise, MDSOC and MD-ISAC can improve their overall security posture and reduce the risk of being attacked.

**Basis for Selection:**

The GreyNoise Proof-of-Value (POV) conducted in August/September 2023 demonstrated its ability to enhance and improve existing technologies and processes. MDSOC and MD-ISAC would like to ensure that it is integrated into our existing, consolidated MDSOC and MD-ISAC solutions and platforms. GreyNoise specializes in filtering out harmless internet-wide scan and attack traffic, enabling security teams to focus on pertinent threats and reduce alert fatigue, while also aiding in threat research by categorizing mass-internet background noise.

To ensure that the state is choosing the most advantageous platform, a comparison was made between GreyNoise and its competitor Pulsedive. Pulsedive aggregates threat intelligence on malicious IP addresses, domains, and URLs, supporting risk assessment and detailed threat investigation; however, it can be less effective in distinguishing between benign and malicious scanning traffic, which can lead to potential over-alerting without additional context or filtering. Pulsedive's reliance on community-sourced data can provide broad insights, however, this approach may lack the reliability and depth found in more rigorously vetted intelligence sources.

Based on the analysis, GreyNoise is the preferred solution, offering comprehensive intelligence known as good scanners. Their established position as the market leader further reinforces our confidence in their ability to provide us with the best-in-class service and expertise in this domain.

**Pricing:**

The 3-year Carahsoft GreyNoise pricing is \$281,612.92. To determine if the price is fair and reasonable, the Carahsoft price is compared to the GreyNoise List price of \$291,000 and the GreyNoise NASPO contract price of \$289,545 for 3 years. Carahsoft's 3-year price of \$281,612.92 is \$9,387.08 or 3.33% lower than the GreyNoise list price and \$7,932.08 or 2.82% lower than the NASPO contract price.

Based on the price comparison, the Procurement Officer determines the Carahsoft GreyNoise 3-year price is determined to be fair and reasonable.

Per COMAR 21.05.09.04, the following administrative efficiencies are gained by the use of the Intergovernmental Cooperative Purchasing method.

- Reduction of acquisition cycle time by 66% (3 months versus 9 for Competitive Sealed Proposals)
- Increased economy of scale by utilizing a nationwide contract

- Reduced risk exposure to the State by using a product vetted by the Proof of Value (POV) process

These efficiencies gained by the use of the ICPA procurement method demonstrate that this procurement method is in the best interests of the State, as the State would be exposed to greater risk by lengthening the procurement cycle and potentially leading to the purchase of an unfamiliar solution. The use of the ICPA method was not intended to evade the purposes set forth under COMAR 21.01.01.03 because it maximizes the purchasing power of the State, as well as promotes cooperation between State agencies as well as the supplier community at large.

Determination By:

Merchelle Halsey

Date: May 15, 2024

Department of Information Technology  
Contract Administrator/Procurement Officer

Approved by:

Melissa Leamon

Date: 05/16/2024

Department of Information Technology  
Secretary (or designee)





# GreyNoise POD Revised 5.13.24 final

Final Audit Report

2024-05-16

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# DGS OSP ICPA POD for DoIT Greynoise











## 05.30.24

Final Audit Report

2024-05-30

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