

**Georgia Statewide Contract No. 99999-SPD-SPD0000060-0003  
RECOMMENDATION FORM**

**User Department's Recommendation**

**Recommended Firm:** SHI International, Corp.

**User Department:** Innovation and Technology

**APPROVE (Please circle one):**      **YES**      **NO**

**Name of Fund:** General Fund 100 Object Code 522201

**Contract Award Amount:** \$181,300.00

**Justification:**

Rapid 7 Insight IDR and Insight VM Renewal - This serves as a system of record (SOR) that provides forensic log data that can be used for root cause analysis (RCA) in the case of a cyber event. This platform is critical, as the COVID-19 pandemic has magnified cybersecurity challenges that DeKalb County is faced with. This solution speeds along the investigation and remediation process when an incident occurs. Insight VM provides a fully available, scalable, and efficient way to collect vulnerability data, provides answers to DoIT Cyber, and minimizes risk by identifying and forecasting vulnerabilities Without the Insight IDR and Insight VM, remediation and RCA efforts significantly prevent our cyber staff and law enforcement from performing their jobs. Coverage Term 9/25/2022 – 9/24/2023. Total request \$181,300.00.



Signed by: John A. Matelski  
Department Director  
Date: 02/07/2022 15:16:05 EDT

\_\_\_\_\_ Date

[Back to Results](#)

1 of 1 Results

**99999-SPD-SPD0000060-...**  
Software

Type: Mandatory Statewide Contract  
 Supplier: SHI INTERNATIONAL CORP  
 Dates: 8/13/2012 - 4/30/2023  
 Version: Renewal 0

**Total Contract Value (TCV)**  
TCV: -

- > [My Lifetime Spend \(USD\)](#)
- > [Lifetime Member Spend \(USD\)](#)

**Summary**

**Contract Summary**

**Contract Information**

Contract Name *	Software
Contract Type *	Mandatory Statewide Contract
Supplier Name	SHI INTERNATIONAL CORP
Summary	<a href="#">View Summary</a>

**Contract Dates**

Begin Date	8/13/2012 12:00 AM EDT
Expire Date	4/30/2023 11:59 PM EDT

**Contract Managers**

Donnie Treadway	<a href="mailto:donnie.treadway@doas.ga.gov">donnie.treadway@doas.ga.gov</a> +1 404-657-4254
-----------------	---

> **Purchasing Information**

▼ **Attachments**

Display Order	Attachment	Date Uploaded
1	<a href="#">SHI_Information sheet.PDF</a>	11/30/2021 3:32:39 PM
2	<a href="#">SHI Executed Ext 4.pdf</a>	6/24/2020 10:21:27 AM
3	<a href="#">SWC Benefits Sheet</a>	7/28/2017 10:09:11 AM

[See All \(16\) Attachments](#)



## Statewide Contract Information Sheet

<b>Statewide Contract Number</b>	<b>99999-SPD-SPD0000060</b>	<b>NIGP Code</b>	<b>See page 5</b>
<b>Name of Contract</b>	<b>Statewide Contracts for Software and Ancillary Services</b>		
<b>Effective Date</b>	<b>August 2012</b>	<b>Expiration Date</b>	<b>April 30, 2022</b>
<b>Contract Table of Contents</b>			
<b>Suppliers Awarded</b>	<b>6</b>	<b>Contract Information:</b>	<b>Categories 1, 2 &amp; 3 are Mandatory; Category 4 is Convenience</b>
<b>Contract Information for Supplier</b>			<b>Page Number</b>
<b>SHI International Corp. (Categories 1, 2 and 3)</b>			<b>2, 3</b>
<b>Additional Contract Information</b>			
<b>General Contract Information</b>			<b>3</b>
<b>Category Description</b>			<b>4</b>
<b>DOAS Contact Information</b>			<b>5</b>



**CONTRACT AMENDMENT # 11  
EXTENSION # 6**

This amendment by and between the Contractor and State Entity defined below shall be effective as of the date this Amendment is fully executed.

STATE OF GEORGIA CONTRACT	
<b>State Entity's Name:</b>	Department of Administrative Services
<b>Contractor's Full Legal Name:</b>	SHI International Corp.
<b>Contract No.:</b>	99999-SPD-SPD0000060-0003
<b>Solicitation Title/Event Name:</b>	Software
<b>Contract Award Date:</b>	08/13/2012
<b>Current Contract Term:</b>	05/01/2021-04/30/2022

**BACKGROUND AND PURPOSE.** The Contract is in effect through the Current Term provided above. The parties hereto now desire to amend the contract to (1) extend for an additional term of twelve months.

For good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties do hereby agree as follows:

1. **CONTRACT EXTENSION.** The parties hereby agree that the contract will be extended for an additional period of time as follows:

NEW CONTRACT TERM	
<b>Beginning Date of New Contract Term:</b>	05/01/2022
<b>End Date of New Contract Term:</b>	04/30/2023

The parties agree the contract will expire at midnight on the date defined as the "End Date of the New Contract Term" unless the parties agree to extend the contract for an additional period of time.



The **Statewide Contracts for Software** are available for use by accessing Team Georgia Marketplace™ at: <http://doas.ga.gov/StateLocal/SPD/Pages?StatewideContractIndex.aspx>.

Quotes may be obtained by contacting the supplier directly as shown below. The Exhibit A Awarded Category Description for each Contract describes what the Supplier may provide. Cost Proposals have been uploaded to Jaggaer and are also available in line comments in Peoplesoft.

**Supplier Contact Information:**

Supplier	Supplier Contact Information
IBM Corporation	Eric K. Rice Contracts Sales Manager - Public Sector 7100 Highlands Pkwy Smyrna, GA 30082 <a href="mailto:erice2@us.ibm.com">erice2@us.ibm.com</a> 770-863-1572
Presidio Networked Solutions, Inc.	Charlie Pierce Sr. Account Manager Two Sun Court, Norcross, GA 30092 <a href="mailto:cpierce@presidio.com">cpierce@presidio.com</a> 678-504-6269
SHI International Corp.	Trevor Golden Account Executive – GA State Agencies <a href="mailto:trevor_golden@shi.com">trevor_golden@shi.com</a> 352-592-7011
CDWG Government, LLC	Pam Janutolo Deputy Program Manager <a href="mailto:pam@cdw.com">pam@cdw.com</a> 203-851-7177
PC Specialists, Inc. d/b/a Technology Integration Group (TIG)	Bob Kopesky Senior AE 6649 Peachtree Industrial Blvd Norcross, GA 30092 <a href="mailto:Robert.Kopesky@tig.com">Robert.Kopesky@tig.com</a> 678-287-2241
Dell Marketing, LP	Brad Stroup Dell, Inc. Solutions Account Executive – AL/GA/MS <a href="mailto:brad_stroup@dell.com">brad_stroup@dell.com</a> Cell: 205-296-2441



Pricing Proposal  
Quotation #: 21958455  
Created On: May-02-2022  
Valid Until: Aug-31-2022

---

## County of Dekalb

---

---

## Inside Account Manager

---

### Vernon Greene

Phone: (404) 687-4015  
Fax:  
Email: vgreene@dekalbcountyga.gov

### Julian Paredes

290 Davidson Avenue  
Somerset, NJ 08873  
Phone: 800-543-0432  
Fax: 732-868-6055  
Email: Julian\_Paredes@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 Renewal of InsightVM Subscription - Includes up to three (3) consoles Rapid 7 - Part#: RIVM Contract Name: Software Contract #: 99999-SPD-SPD0000060-0003 Coverage Term: Sep-25-2022 – Sep-24-2023	7000	\$8.30	\$58,100.00
2 Renewal of InsightIDR Subscription - 6,094GB Rapid 7 - Part#: RIDR Contract Name: Software Contract #: 99999-SPD-SPD0000060-0003 Coverage Term: Sep-25-2022 – Sep-24-2023	7000	\$12.00	\$84,000.00
3 Renewal of Enhanced Endpoint Telemetry Subscription Monthly Data Limit : 0.05 GB / Asset Rapid 7 - Part#: RIDR-EET Contract Name: Software Contract #: 99999-SPD-SPD0000060-0003 Coverage Term: Sep-25-2022 – Sep-24-2023	7000	\$5.60	\$39,200.00
		Total	\$181,300.00

---

### Additional Comments

---

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

Thank you for choosing SHI International Corp! The pricing offered on this quote proposal is valid through the expiration date listed above. To ensure the best level of service, please provide End User Name, Phone Number, Email Address and applicable Contract Number when submitting a Purchase Order. For any additional information including Hardware, Software and Services Contracts, please contact an SHI Inside Sales Representative at (888) 744-4084. SHI International Corp. is 100% Minority Owned, Woman Owned Business. TAX ID# 22-3009648; DUNS# 61-1429481; CCR# 61-243957G; CAGE 1HTF0

---

*The products offered under this proposal are resold in accordance with the terms and conditions of the Contract referenced under that applicable line item.*

Cost Analysis  
 SHI International Corp  
 Annual Rapid7 Renewal (IDR, VM, Endpoint)  
 SWC No. 99999-SPD-SPD0000060-0003



By utilizing this contract, the County is saving about \$886,830.00 with a total overall percentage savings discount of 83.03%. It is recommended approval for the use of this contract to avoid adversely impacting continuity of operations throughout the County.

PART NUMBER	DESCRIPTION	QTY	CDWG Cost	EXTENDED LIST PRICE for CDWG	COUNTY'S COST	COUNTY'S EXTENDED COST	DIFF BETWEEN COUNTY'S EXTENDED COST AND EXTENDED LIST PRICE (CDWG)
RIVM	Renewal of InsightVM Subscription - Includes up to three (3) consoles	7000	\$67.82	\$474,740.00	\$8.30	\$58,100.00	-\$416,640.00
RIDR	Renewal of InsightIDR Subscription - 6,094GB	7000	\$66.82	\$467,740.00	\$12.00	\$84,000.00	-\$383,740.00
RIDR-EET	Renewal of Enhanced Endpoint Telemetry Subscription Monthly Data Limit : 0.05 GB / Asset	7000	\$17.95	\$125,650.00	\$5.60	\$39,200.00	-\$86,450.00
<b>Extended Totals</b>				<b>\$1,068,130.00</b>		<b>\$181,300.00</b>	
Extended List Price and Extended Cost Difference = Total Cost Savings							<b>-\$886,830.00</b>
Overall Percentage Savings							<b>-83.03%</b>