

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

To: Board of Trustees
From: Shawn Pratt, Superintendent
Subject: **Student Computer Cybersecurity Extended Detection & Response**
Date: May 18, 2026

The Technology Services Group evaluated different solutions to provide extended detection and response (XDR) for our student computers. CrowdStrike was selected as the solution, and it includes Falcon Endpoint Protection Enterprise, Falcon Device Control, Falcon Overwatch, and Threat Graph Standard. Through the TEA K-12 Cybersecurity Initiative, CrowdStrike is already provided by the state for servers, staff, and lab computers. This will bring the remaining 1:1 student computers under the same system.

SHI provided the best value for the CrowdStrike solution for \$116,149.47 using the TIPS purchasing contract number 230105. This is a 5-year contract with \$116,149.47 being paid annually on the anniversary subscription date for a total of \$580,747.35.

Impact Statement: .

It is recommended: The board approves the purchase of the student computer extended detection and response solution, CrowdStrike, from SHI in the amount of \$116,149.97 annually for a 5-year term.

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

Respectfully submitted,
Shawn Pratt
Superintendent

Dr. Dennis Womack
Assistant Superintendent



Pricing Proposal
 Quotation #: 27479534
 Created On: 5/1/2026
 Valid Until: 7/27/2026

Description:
 CrowdStrike 5y-ent

TX-City of McKinney Independent School District

Stephen McGilvray

1 Duvall St
 McKinney, TX 75069
 United States
 Phone: 4697424011
 Email: smcgilvray@mckinneyisd.net

Inside Account Manager

Vannesa Quijada

300 Davidson Ave
 Phone: +1 (732) 584-8345
 Email: TXNamed@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 (Year 1) Falcon Endpoint Protection Enterprise CrowdStrike - Part#: CS.EPPENT.SOLN Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 1)	13000	\$4.77	\$62,010.00
2 (Year 1) Insight CrowdStrike - Part#: CS.INSIGHT.SOLN Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 1)	13000	\$0.00	\$0.00
3 (Year 1) Prevent CrowdStrike - Part#: CS.PREVENT.SOLN Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 1)	13000	\$0.00	\$0.00
4 (Year 1) Falcon Device Control Bundle Promo CrowdStrike - Part#: CS.DEVICEBP.SOLN Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 1)	13000	\$0.51	\$6,630.00
5 (Year 1) Overwatch CrowdStrike - Part#: CS.OW.SVC Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 1)	13000	\$1.46	\$18,980.00

6	(Year 1) Threat Graph Standard on GovCloud CrowdStrike - Part#: CS.TG.STD.GOV Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 1)	13000	\$0.98	\$12,740.00
7	(Year 1) Essential Support CrowdStrike - Part#: RR.HOS.ENT.ESTL Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 1)	1	\$15,789.47	\$15,789.47
8	(Year 2) Falcon Endpoint Protection Enterprise CrowdStrike - Part#: CS.EPPENT.SOLN Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 2)	13000	\$4.77	\$62,010.00
9	(Year 2) Insight CrowdStrike - Part#: CS.INSIGHT.SOLN Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 2)	13000	\$0.00	\$0.00
10	(Year 2) Prevent CrowdStrike - Part#: CS.PREVENT.SOLN Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 2)	13000	\$0.00	\$0.00
11	(Year 2) Falcon Device Control Bundle Promo CrowdStrike - Part#: CS.DEVICEBP.SOLN Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 2)	13000	\$0.51	\$6,630.00
12	(Year 2) Overwatch CrowdStrike - Part#: CS.OW.SVC Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 2)	13000	\$1.46	\$18,980.00
13	(Year 2) Threat Graph Standard on GovCloud CrowdStrike - Part#: CS.TG.STD.GOV Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 2)	13000	\$0.98	\$12,740.00
14	(Year 2) Essential Support CrowdStrike - Part#: RR.HOS.ENT.ESTL Contract Name: TIPS - Technology Solutions, Products and Services	1	\$15,789.47	\$15,789.47

Contract #: 230105

Note: 12 Month Term (Year 2)

15	(Year 3) Falcon Endpoint Protection Enterprise CrowdStrike - Part#: CS.EPPENT.SOLN Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 3)	13000	\$4.77	\$62,010.00
16	(Year 3) Insight CrowdStrike - Part#: CS.INSIGHT.SOLN Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 3)	13000	\$0.00	\$0.00
17	(Year 3) Prevent CrowdStrike - Part#: CS.PREVENT.SOLN Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 3)	13000	\$0.00	\$0.00
18	(Year 3) Falcon Device Control Bundle Promo CrowdStrike - Part#: CS.DEVICEBP.SOLN Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 3)	13000	\$0.51	\$6,630.00
19	(Year 3) Overwatch CrowdStrike - Part#: CS.OW.SVC Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 3)	13000	\$1.46	\$18,980.00
20	(Year 3) Threat Graph Standard on GovCloud CrowdStrike - Part#: CS.TG.STD.GOV Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 3)	13000	\$0.98	\$12,740.00
21	(Year 3) Essential Support CrowdStrike - Part#: RR.HOS.ENT.ESTL Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 3)	1	\$15,789.47	\$15,789.47
22	(Year 4) Falcon Endpoint Protection Enterprise CrowdStrike - Part#: CS.EPPENT.SOLN Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 4)	13000	\$4.77	\$62,010.00
23	(Year 4) Insight	13000	\$0.00	\$0.00

CrowdStrike - Part#: CS.INSIGHT.SOLN
Contract Name: TIPS - Technology Solutions, Products and Services
Contract #: 230105
Note: 12 Month Term (Year 4)

24	(Year 4) Prevent	13000	\$0.00	\$0.00
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CrowdStrike - Part#: CS.PREVENT.SOLN
Contract Name: TIPS - Technology Solutions, Products and Services
Contract #: 230105
Note: 12 Month Term (Year 4)

25	(Year 4) Falcon Device Control Bundle Promo	13000	\$0.51	\$6,630.00
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CrowdStrike - Part#: CS.DEVICEBP.SOLN
Contract Name: TIPS - Technology Solutions, Products and Services
Contract #: 230105
Note: 12 Month Term (Year 4)

26	(Year 4) Overwatch	13000	\$1.46	\$18,980.00
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CrowdStrike - Part#: CS.OW.SVC
Contract Name: TIPS - Technology Solutions, Products and Services
Contract #: 230105
Note: 12 Month Term (Year 4)

27	(Year 4) Threat Graph Standard on GovCloud	13000	\$0.98	\$12,740.00
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CrowdStrike - Part#: CS.TG.STD.GOV
Contract Name: TIPS - Technology Solutions, Products and Services
Contract #: 230105
Note: 12 Month Term (Year 4)

28	(Year 4) Essential Support	1	\$15,789.47	\$15,789.47
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CrowdStrike - Part#: RR.HOS.ENT.ESTL
Contract Name: TIPS - Technology Solutions, Products and Services
Contract #: 230105
Note: 12 Month Term (Year 4)

29	(Year 5) Falcon Endpoint Protection Enterprise	13000	\$4.77	\$62,010.00
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CrowdStrike - Part#: CS.EPPENT.SOLN
Contract Name: TIPS - Technology Solutions, Products and Services
Contract #: 230105
Note: 12 Month Term (Year 5)

30	(Year 5) Insight	13000	\$0.00	\$0.00
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CrowdStrike - Part#: CS.INSIGHT.SOLN
Contract Name: TIPS - Technology Solutions, Products and Services
Contract #: 230105
Note: 12 Month Term (Year 5)

31	(Year 5) Prevent	13000	\$0.00	\$0.00
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CrowdStrike - Part#: CS.PREVENT.SOLN
Contract Name: TIPS - Technology Solutions, Products and Services
Contract #: 230105
Note: 12 Month Term (Year 5)

32	(Year 5) Falcon Device Control Bundle Promo CrowdStrike - Part#: CS.DEVICEBP.SOLN Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 5)	13000	\$0.51	\$6,630.00
33	(Year 5) Overwatch CrowdStrike - Part#: CS.OW.SVC Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 5)	13000	\$1.46	\$18,980.00
34	(Year 5) Threat Graph Standard on GovCloud CrowdStrike - Part#: CS.TG.STD.GOV Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 5)	13000	\$0.98	\$12,740.00
35	(Year 5) Essential Support CrowdStrike - Part#: RR.HOS.ENT.ESTL Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105 Note: 12 Month Term (Year 5)	1	\$15,789.47	\$15,789.47

Subtotal	\$580,747.35
Shipping	\$0.00
*Tax	\$0.00
Total	\$580,747.35

*Tax is estimated. Invoice will include the full and final tax due.

Additional Comments

This CrowdStrike order is non-cancellable and non-refundable

In order to avoid order delays, please ensure to include a reference to SHI's quote # on your purchase order.

The following bullets apply to all CrowdStrike items on this quote:

Your use of the products and services is governed by the end user terms and conditions located at: <https://www.crowdstrike.com/terms-conditions> unless you and CrowdStrike have otherwise executed a different agreement
For the avoidance of doubt, SHI is not a party to the OEM Agreement, nor responsible for any terms of the OEM Agreement

- Billing Schedule:**
- o Invoiced on Subscription Start Date: \$116,149.47
 - o Invoiced on Anniversary of Subscription Start Date: \$116,149.47
 - o Invoiced on Second Anniversary of Subscription Start Date: \$116,149.47
 - o Invoiced on Third Anniversary of Subscription Start Date: \$116,149.47
 - o Invoiced on Fourth Anniversary of Subscription Start Date: \$116,149.47

Thank you for choosing SHI-GS! The pricing offered on this quote proposal is valid through the expiration date set 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. SHI Government Solutions, Inc. is 100% Minority Owned, Woman Owned Business. TAX ID# 22-3695478; DUNS# 14-724-3096

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