

**To:** Board of Trustees  
**From:** Caleb Shore, Technology Director  
**Date:** 8/5/25  
**Subject:** Endpoint Protection – eRate Cybersecurity Pilot Program

Dear Trustees,

As part of our ongoing participation in the eRate Cybersecurity Pilot Program, we have awarded the Endpoint Protection Project to Valcom in the amount of \$50,524.36. This award includes an upgrade to SentinelOne Complete Protection, along with Vigilance Managed Detection and Response (MDR) services.

This project enhances our existing SentinelOne deployment and gives us expanded capabilities to more thoroughly investigate and respond to cybersecurity incidents.

### **Key Cybersecurity Benefits:**

- **Advanced Threat Detection** – Stops ransomware, malware, and zero-day attacks using AI-powered endpoint protection.
- **Automated Response** – Isolates infected devices and initiates remediation automatically.
- **24/7 Expert Monitoring** – Vigilance MDR provides continuous threat analysis and rapid incident response.
- **Improved Forensics** – Enables deeper investigations to understand how threats occurred and how to prevent them.
- **Reduced Impact on Instruction** – Faster response means less disruption to teaching and learning.

Upgrading to this level of protection ensures we can contain and mitigate threats quickly and thoroughly, reducing risk to both data and district operations.

Valcom submitted the most complete and cost-effective proposal and has been awarded the project at \$50,524.36.

Please let me know if you have any questions or would like further details.

Sincerely,  
Caleb Shore  
Technology Director



July 29, 2025

Nick Bell  
VLCM  
852 East Arrowhead Lane  
Salt Lake City, UT 84107  
SPIN: 143025327

Dear Mr. Bell,

This letter affirms our decision to purchase the cybersecurity services, including endpoint and MDR, from erate bid: CBR42025054. These services are specified in your proposal #468061. These services are for a 3-year term, from 9/21/2025 – 09/21/2028.

The procurement of this equipment shall be dependent upon the receipt of approval for the associated E-Rate funding and the issuance of a valid purchase order from the district for the district portion of the cost. Please note that VLCM will be responsible for procuring the SLD payment portion from the E-Rate SLD.

To accept the terms of this purchase agreement, please sign below and return.

Sincerely,

Caleb Shore

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Caleb Shore  
Caldwell School District

Date

*Nick Bell*  
\_\_\_\_\_  
Nick Bell  
VLCM

*7/29/2025*  
\_\_\_\_\_  
Date



**VLCM**  
 852 E Arrowhead Ln  
 Salt Lake City, Utah 84107  
 United States  
 (P) 8012629277

| Quotation (Open)  |                                      |
|---|--------------------------------------|
| <b>Date</b><br>Aug 04, 2025 12:42 PM MDT  | <b>Expiration Date</b><br>11/03/2025 |
| <b>Modified Date</b><br>Aug 06, 2025 02:42 PM MDT   |                                      |
| <b>Quote #</b><br>469045 - rev 1 of 1   |                                      |
| <b>Description</b><br>SentinelOne Renewal- 3 Years  |                                      |
| <b>SalesRep</b><br>Barney, Alisha<br>(P) 8012629277   |                                      |
| <b>Customer Contact</b><br>Shore, Caleb<br>(P) (208) 455-4463<br>cshore@caldwellschools.org |                                      |

**Customer**  
 Caldwell School District No.  
 132 (15699)  
 Shore, Caleb  
 1502 Fillmore St  
 Caldwell, ID 83605  
 United States

**Bill To**  
 Caldwell School District No. 132  
 Zamora, Jenna  
 1502 Fillmore Street  
 Caldwell, ID 83605  
 United States  
 (P) 208-455-4463  
 (F) 208-455-4468  
 ap@caldwellschools.org

**Ship To**  
 Caldwell School District No. 132  
 Santiago, Amanda  
 107 Poplar Street  
 Caldwell, ID 83605  
 United States  
 cshore@caldwellschools.org

| #                    | Description  | Part #          | Qty  | Unit Price | Total       |
|----------------------|--|-----------------|------|------------|-------------|
| <b>Term: 3 Years</b> |  |                 |      |            |             |
| 1                    | Control to Complete Cloud Workload Security Upgrade (Per Server), SLED, 1,001-2,000 Server                         | S1-CTCM-CW-T4-S | 23   | \$68.91    | \$1,584.93  |
| 2                    | Control to Complete Protection Platform Upgrade (Per Workstation), SLED, 1,001-2,000 Workstation                   | S1-CTCM-EN-T4-S | 1000 | \$17.83    | \$17,830.00 |
| 3                    | Breach Response Warranty Small. Breach Response Warranty up to 4,999 Endpoints and up to \$100k overall cap., SLED | SP-BRWS-FF-T1-S | 1    | \$0.00     | \$0.00      |
|                      |  |                 |      | Subtotal   | \$19,414.93 |
| 4                    | Vigilance MDR (Per Endpoint). 24x7 Managed Detection and Response, SLED, 1,001-2,000 Endpoint                      | SS-VR-ND-T4-S   | 1023 | \$30.41    | \$31,109.43 |
|                      |  |                 |      | Subtotal   | \$31,109.43 |

Disclaimer: Due to potential tariffs and other market-driven factors, pricing may change without notice. VLCM remains committed to transparency and will work with our vendors to hold pricing steady whenever possible. Any necessary changes will be communicated clearly and in advance when feasible.

**Subtotal: \$50,524.36**  
 Tax (.0000%): \$0.00  
 Shipping: \$0.00  
**Total: \$50,524.36**

**Customer Acknowledgment and Agreement**

The purchase and use of goods, services, or other offerings are subject to applicable terms and conditions, including the vendor's privacy policies and usage agreements. These documents may vary by vendor and product type. Customers can request copies of the relevant terms and policies from the VLCM Sales Team at any time.

This proposal is also subject to acceptance of VLCM's standard terms and conditions, which are available for review at [www.vlcmtech.com/terms](http://www.vlcmtech.com/terms). Please note that VLCM may charge a convenience fee for credit card transactions.