



**CITY OF SALINAS
COUNCIL STAFF REPORT**

DATE: MAY 12, 2026
DEPARTMENT: FINANCE DEPARTMENT
FROM: SELINA ANDREWS, FINANCE DIRECTOR
BY: CARLOS ORTEGA, DEPUTY DIRECTOR OF INFORMATION TECHNOLOGY
TITLE: SENTINELONE ENTERPRISE SOFTWARE PURCHASE

RECOMMENDED MOTION:

A motion to approve a Resolution authorizing the City Manager and Purchasing Agent to complete the purchase of SentinelOne Enterprise Software for a three-year term, paid in annual payments, from CDW LLC. in an amount not to exceed \$280,407.98 from June 1, 2026 to May 31, 2029.

EXECUTIVE SUMMARY:

In January of this year, staff evaluated three software platforms that provide a comprehensive cybersecurity solution to secure the City's technology infrastructure and data. The three solutions evaluated were Arctic Wolf Aurora, CrowdStrike, and SentinelOne. All three solutions meet or exceed selection criteria requirements. Staff is seeking authorization to move forward with the software procurement of SentinelOne as it provides the best cost to performance ratio and will help ensure the confidentiality, integrity, and availability of the City's technology devices and systems.

BACKGROUND:

On August 8, 2023, Council approved the software renewal for Arctic Wolf Managed Detection and Response (MDR) for a three-year term, paid in annual payments, from Savant Solutions, Inc. in an amount not to exceed \$271,064.

The Arctic Wolf MDR product provides twenty-four hours a day, seven days a week (24/7), monitoring of the City's network, and notification of security related events.

On August 6, 2024, Council approved the addition of Arctic Wolf Managed Security Awareness Plus to the term. The Managed Security Awareness software is a training platform for educating and bringing awareness to cybersecurity topics to staff. Cybersecurity awareness is a fundamental component of the City's defense-in-depth cybersecurity strategy.

Trends in cybersecurity continue to evolve and municipal agencies are faced with increased frequency and sophistication of cyber threats. Threat actors utilize advanced techniques ranging from social engineering phishing campaigns to the use of artificial intelligence (AI) software to mine data and further increase the likelihood of a successful cyber incident. As a result, many agencies are following updated cybersecurity framework recommendations, such as the National Institute of Standards and Technology (NIST), and Center for Internet Security (CIS) to implement comprehensive cybersecurity solutions to safeguard valuable technology resources and data.

This year, staff began researching software platforms to identify potential solutions to either complement the current MDR system or replace it. Selection criteria was established based on NIST and CIS standards as well as operational requirements. The following three solutions were evaluated: Arctic Wolf Aurora, CrowdStrike, and SentinelOne. All three solutions meet or exceed selection criteria requirements. However, SentinelOne offers the best cost to performance ratio, has a streamlined management interface, includes full turn-key implementation, and a support package that stands out above the other solutions. Moreover, SentinelOne offers the most competitive pricing of the three solutions.

The following list highlights key functionality and features of the platform that are 24/7:

- Centralized security logging and monitoring
- Premium support
- Endpoint, cloud, and identity detection and response
- AI security operations center analyst
- Access to online training and certification courses

Implementing the SentinelOne software security platform will contribute to the City's defense-in-depth cybersecurity strategy by ensuring that critical systems and data are protected. Additionally, it will provide the necessary tools for Information Technology staff to monitor and take a proactive approach to ensuring confidentiality, integrity, and availability of technology resources and data. The Arctic Wolf Managed Security Awareness Plus software training platform for educating and bringing awareness to cybersecurity topics to staff will remain in place and will not be replaced by SentinelOne.

CEQA CONSIDERATION:

Not a Project. The City of Salinas has determined that the proposed action is not a project as defined by the California Environmental Quality Act (CEQA) (CEQA Guidelines Section 15378). In addition, CEQA Guidelines Section 15061 includes the general rule that CEQA applies only to activities which have the potential for causing a significant effect on the environment. Where it can be seen with certainty that there is no possibility that the activity in question may have a significant effect on the environment, the activity is not subject to CEQA. Because the proposed action and this matter have no potential to cause any effect on the environment, or because it falls within a category of activities excluded as projects pursuant to CEQA Guidelines section 15378, this matter is not a project. Because the matter does not cause a direct or foreseeable indirect physical change on or in the environment, this matter is not a project. Any subsequent discretionary projects resulting from this action will be assessed for CEQA applicability.

CALIFORNIA GOVERNMENT CODE §84308 APPLIES:

Yes.

STRATEGIC PLAN INITIATIVE:

Approval of the recommended resolution achieves the City Council 2025 Strategic Goal of Infrastructure and City Services by continued investment in technology systems enabling resident engagement and improved communication to the community.

DEPARTMENTAL COORDINATION:

This staff report has been coordinated with the City Manager’s Office and City Attorney’s Office.

FISCAL AND SUSTAINABILITY IMPACT:

Funding for SentinelOne software is available and included in the FY 25-26 operating budget. Additional funding requirements will be incorporated in future requests.

Fund	General Ledger Number (Operating/CIP)	General Ledger Account Name	Remaining Budget Appropriation	Amount Requested
1100	20.2033-62.8550	Supplies & Materials Software	\$120,000	\$117,023.82 (year 1)

ATTACHMENTS:

SentinelOne Enterprise Software Purchase Resolution
CDW, LLC. Quote