



**CITY OF NOVI CITY COUNCIL
APRIL 20, 2026**

SUBJECT: Consideration of approval to award a three-year SentinelOne software renewal to People Driven Technology, in the amount of \$77,066.48.

SUBMITTING DEPARTMENT: Integrated Solutions – Technology Division

KEY HIGHLIGHTS:

- Cybersecurity endpoint detection and protection.
- Critical endpoint and identity alerts with real-time visibility from system-level to identity-based attacks.

FINANCIAL IMPACT

	FY 25/26	Total
EXPENDITURE REQUIRED	\$77,066.48	\$77,066.48
BUDGET		
Internal Technology: City-wide (101-228.00-850.999)	\$77,066.48	\$0
APPROPRIATION REQUIRED	\$0	\$0
FUND BALANCE IMPACT	\$0	\$0

BACKGROUND INFORMATION:

The technology team is continually working to improve our network security approach to stay ahead of those seeking to penetrate the City's network. The SentinelOne product provides an AI-powered security solution. It combines multiple tools (Endpoint protection (EPP), Endpoint detection & response (EDR), Extended detection & response (XDR), Cloud workload protection, Identity protection, Threat hunting, and Data analytics into one platform. The City of Novi has successfully used this product for the past three years. It integrates with our other cybersecurity products, providing a multi-layered approach.

RECOMMENDED ACTION: Consideration of approval to award a three-year SentinelOne software renewal to People Driven Technology, in the amount of \$77,066.48.



616-264-6700
orders@peopledriven.com

6300 Venture Hills Blvd SW
Byron Center, MI 49315

Sentinel One 3-Year Renewal

Prepared by:

West Michigan

Jeremy Friedman
248-277-9236
friedmanj@peopledriven.com
Cris Toering
toeringc@peopledriven.com

Prepared for:

City of Novi

Rob Petty
rpetty@cityofnovi.org

Quote Information:

Quote #: 027752

Version: 1
Delivery Date: 03/24/2026
Expiration Date: 09/30/2026

3-Year Renewal

Line	Qty	Part Number	Description	Price	Extended Price
Coverage Dates: 5/12/2026 - 5/11/2029					
1	1	PF-PLT-FF-S1	Singularity Platform. Access to the Singularity Platform which includes up to 10 GB of Data Ingest Per Day	\$1,431.50	\$1,431.50
2	394	S1-CMPAI-EN-S1	Singularity Complete (Per Workstation). EPP + EDR, with NGAV (AI), Rogues IoT, Firewall Control, Device Control, Remote Shell, EDR Hunting and Investigation and up to 100 concurrent STAR Rules	\$89.86	\$35,404.84
3	48	S1-CMPAI-CW-S1	Singularity Complete Cloud Workload Security (Per Server). EPP + EDR, with NGAV, Rogues IoT, Firewall Control, Device Control, Remote Shell, Deep Visibility and up to 100 concurrent STAR Rules	\$183.12	\$8,789.76
4	442	SP-RGR-ND-S1	Singularity Network Discovery (per Endpoint). Enterprise-wide Discovery of IT/IoT, Attack Surface Reduction, Peer-to-Peer Deployment Capability for SentinelOne Agents,	\$39.53	\$17,472.26
5	1	PES-SPS-FF-S1	Premium Support. Premium Support includes 24x7 Support, e-mail/web/phone channels	\$7,650.04	\$7,650.04
6	512	SP-RAD-US-A1	Singularity Identity Security Posture Management (Per User)	\$12.34	\$6,318.08

Subtotal: \$77,066.48



616-264-6700
orders@peopledriven.com

6300 Venture Hills Blvd SW
Byron Center, MI 49315

Sentinel One 3-Year Renewal

Ship To:

City of Novi

45175 Ten Mile Road
Novi, MI 48375
Rob Petty
(248) 735-5605 Ext. 0000
rpetty@cityofnovi.org

Bill To:

City of Novi

45175 Ten Mile Road
Novi, MI 48375
Rob Petty
(248) 735-5605 Ext. 0000
rpetty@cityofnovi.org

Quote Information:

Quote #: 027752

Version: 1
Delivery Date: 03/24/2026
Expiration Date: 09/30/2026

Quote Summary

Description	Amount
3-Year Renewal	\$77,066.48

Total: \$77,066.48

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

People Driven Technology

City of Novi

Signature: _____

Name: Jeremy Friedman

Title: Account Executive

Date: 03/24/2026

Signature: _____

Name: _____

Date: _____



P ACCEPTANCE OF THE PRICE QUOTE IS MADE ONLY UPON THESE TERMS AND CONDITIONS

1. **AGREEMENT:** PEOPLE DRIVEN TECHNOLOGY, INC. ("PEOPLE DRIVEN") DOES NOT ACCEPT AND EXPRESSLY OBJECTS TO ANY TERMS AND CONDITIONS OR OTHER WRITING ON ANY PURCHASE ORDER, STATEMENT OF WORK, OR ACKNOWLEDGEMENT WHICH IS DIFFERENT FROM OR ADDITIONAL TO THOSE TERMS AND CONDITIONS CONTAINED HEREIN, EXPRESSLY INCLUDING, WITHOUT LIMITATION, ANY EFFORT TO NEGATE THE TERMS AND CONDITIONS SET FORTH HEREIN. NO MODIFICATION OR WAIVER OF THESE TERMS WILL BE EFFECTIVE AGAINST PEOPLE DRIVEN UNLESS SPECIFIED IN WRITING AND SIGNED BY PEOPLE DRIVEN. THE RECEIPT OF THE QUOTE OR PAYMENT FOR THE PRODUCTS AND/OR SERVICES PROVIDED THEREUNDER SHALL CONSTITUTE CUSTOMER'S ACCEPTANCE OF THE TERMS HEREOF.
2. **PRICING:** Prices for any Products and/or Services are valid for 30 days therefrom unless otherwise stated. Customer is responsible for (i) all applicable federal, state or local sales, use or other taxes (except taxes on People Driven Technology, Inc.'s net income), (ii) shipping or packing charges, (iii) insurance, and (iv) any other expenses associated with the sale and transportation, or storage of the Products or tariffs and any similar charges imposed upon or in connection with the Products and/or Services. The parties agree that all charges included in the price of the Products and/or Services set forth in the Price Quote are based upon detailed specifications supplied by Customer and any deviation requested by the Customer from such specifications may result in additional charges. All prices quoted shall be exclusive of sales tax or other applicable taxes, tariffs, duties or charges which are payable by Customer. Any tax, tariff, duty or charge which People Driven may be required to pay or collect, now or hereafter imposed by any governmental authority or agency, foreign or domestic, with respect to the sale, purchase, production, processing, storage, delivery, transportation, use, or consumption of any of the Products and/or Services covered hereby, including all taxes upon or measured by receipts from sales or services, shall be for the account of Customer, and any such charges may be added by People Driven as a separate item to People Driven's invoices.
3. **PAYMENT:** Unless otherwise specified in the Price Quote, payment for Products and/or Services is due net 30 days from the date of invoice. All invoice totals will reflect a 3% discount for payment by readily available cash that would not be applied for credit card payments. Credit card payments are not accepted for payments over \$5,000.
4. **DELIVERY:** Unless otherwise agreed in writing, the Products shall be shipped and delivered F.O.B. Customer's ship to location set forth in the Price Quote. Unless Customer instructs People Driven to use a particular carrier on customer's order letter, the Products shall be shipped via a common carrier chosen by People Driven.
5. **SHORTAGE: CLAIMS AND INSPECTION:** Customer shall have the right to inspect the Products and/or Services within 48 hours of receipt. Any shortages or other claims in connection with an order must be made in writing and delivered to People Driven within such 48-hour period or shall be waived.
6. **RETURNS:** Customer acknowledges that People Driven shall have no obligation to accept returns of any Products ordered by and sold to Customer. People Driven at its sole discretion, may authorize the return of unused Products. Such returns cannot be made without a return authorization in writing issued by People Driven.
7. **TITLE AND RISK OF LOSS:** Unless otherwise specified in the Price Quote, title and risk of loss shall pass to Customer at the time the Products are tendered by each carrier at Customer's facilities, and any loss or damage thereafter shall not relieve Customer from any obligation hereunder. People Driven reserves, and Customer hereby grants to People Driven, a purchase money security interest in the Products, and all proceeds from the sale thereof, until full payment is received for all amounts due and payable by Customer.
8. **WARRANTIES AND REMEDIES:**

Product Warranty: People Driven does not warrant any Product. All Products are provided to Customer by People Driven "AS IS." People Driven will, to the extent allowable, pass through any warranties and indemnifications provided by the manufacturer of the Product. Customer, recognizing that People Driven is not the manufacturer of any Product, expressly waives any claim that Customer may have against People Driven based upon any product liability or infringement or alleged infringement of any patent, copyright, trade secret or other intellectual property right (each a "Claim") with respect to any Product and also waives any right to indemnification from People Driven against any such Claim made against Customer by another. Customer acknowledges that no employee of People Driven or any other party is authorized to make any representation or warranty on behalf of People Driven that is not expressly set forth in this Agreement.

Service Warranty: People Driven represents, warrants and covenants that (i) People Driven shall perform all Services, if any, in accordance with the material specifications set forth in the quote and (ii) the functions and features of the Services and related deliverables shall operate in the manner described in the applicable quote for ninety (90) days from the completion thereof. Notwithstanding anything contained herein to the contrary, to the extent a manufacturer requires Products to be installed by People Driven or such manufacturer in order for a warranty to be valid, neither People Driven nor the product manufacturer shall provide a warranty for any Products which are not installed, as applicable, by People Driven or the product manufacturer. EXCEPT AS SET FORTH HEREIN, PEOPLE DRIVEN MAKES NO OTHER WARRANTIES, WRITTEN OR ORAL. ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, ARE HEREBY SPECIFICALLY DISCLAIMED, INCLUDING, BUT NOT LIMITED TO, THE IMPLIED WARRANTY OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, OR NON-INFRINGEMENT, AND ANY WARRANTY ARISING BY STATUTE, OPERATION OF LAW, COURSE OF DEALING OR PERFORMANCE, OR USAGE OF TRADE.
9. **EXPORT RESTRICTIONS:** Products may be subject to export or resale restriction or regulation, and Customer acknowledges that it will comply with such restrictions and regulations. Any statement as to product country of origin, Export Control Classification Number, or compliance with applicable law (including, without limitation, that products are lead-free or RoHS compliant) is as provided to People Driven by its suppliers, and People Driven does not warrant its accuracy and will not be liable for any error with regard to same.















P ACCEPTANCE OF THE PRICE QUOTE IS MADE ONLY UPON THESE TERMS AND CONDITIONS

- 10. ORDER CANCELLATION:** Product cancellation and/or return is subject to manufacturer restrictions. People Driven will abide by its suppliers' current restrictions for all cancellation and return requests up to and including a No Cancellation or Return policy. Given the market volatility around supply, cost, and pricing of critical components, PDT has the right to cancel orders up to 45 days before shipment. This is consistent with the cancellation rights that OEM's provides to their partners.
- 11. PRICE ADJUSTMENTS:** PDT reserves the right to adjust pricing on orders in the event of increases in component costs, manufacturing costs, tariffs, exchange rate fluctuations, or other external factors beyond the OEM's control that may occur between the order date and the shipment date.
- 12. BILL and HOLD ARRANGEMENT:** From time to time, People Driven, at the request of Customer (email communication being sufficient), maybe asked to hold certain Products, with the acceptance that Customer shall be immediately billed for the Products ("Bill and Hold Products"). The following provisions shall apply to the Bill and Hold Products:
 - i. **Delivery.** The shipment of the Bill and Hold Products to Customer shall take place Ex Works (Incoterms 2020®) People Driven's facility. The Bill and Hold Products shall be deemed delivered upon notice that the Bill and Hold Products are made available to Customer and ready to be placed in use ("Delivery"). Upon notice and Delivery, Customer shall be deemed to have accepted such Delivery. Bill and Hold Products shall be held at People Driven's facility (the "Facility") for no more than 180 days following Delivery (the "Bill and Hold Period"). In the event that for any reason any applicable Bill and Hold Products should remain at the Facility at the conclusion of the Bill and Hold Period, Customer acknowledges and agrees that People Driven shall be entitled to invoice Customer for reasonable storage charges for the applicable Bill and Hold Products until they are no longer held at the Facility, and Customer agrees to pay all such invoices promptly.
 - ii. **Shortage, Claims, and Inspection.** The Bill and Hold Products shall be considered received upon their arrival at Customer's "ship to" location ("Receipt"). Customer shall have the right to inspect the Bill and Hold Products within 48 hours of receipt. Any claims for shortages or other claims in connection with the Bill and Hold Products must be made in writing and delivered to People Driven within such 48-hour period, or such claims shall be deemed waived.
 - iii. **Title and Risk of Loss.** Title and risk of loss of the Bill and Hold Products, as well as any additional liabilities due to events occurring after the time of Delivery, shall pass to the Customer upon Delivery, and any loss or damage thereafter shall be Customer's sole obligation.
 - iv. **Customer agrees that:** (i) Customer has made a fixed commitment to purchase such Bill and Hold Products; (ii) the Bill and Hold Products shall be purchased on the Delivery basis for legitimate business purposes; (iii) Customer shall identify a fixed delivery date for the Bill and Hold Products; and (iv) Customer agrees to be invoiced and to pay such invoice in accordance with the payment terms set forth in this Agreement.

[← Continue Shopping](#)

Shopping Cart

ADD ITEM TO CART

ITEM	AVAILABILITY	PRICE	QUANTITY	ITEM TOTAL
 <u>S1 SINGULARITY PLATFORM</u> MFG Part: PF-PLT-FF-S1 CDW Part: 9012700 UNSPSC:	In Stock	\$2,593.64 ▼	1	\$2,593.64 
Michigan Master Computing-MIDEAL GOV ONLY				
 <u>S1 SINGULARITY COMPLETE</u> MFG Part: S1-CMPAI-EN-S1 CDW Part: 9012704 UNSPSC:	In Stock	\$162.98 ▼	394	\$64,214.12 
Michigan Master Computing-MIDEAL GOV ONLY				
 <u>S1 SINGULARITY COMPLETE CLOUD</u> MFG Part: S1-CMPAI-CW-S1 CDW Part: 9012706 UNSPSC:	In Stock	\$303.23 ▼	48	\$14,555.04 
Michigan Master Computing-MIDEAL GOV ONLY				
 <u>S1 SINGULARITY NTWK DISC P/EP</u> MFG Part: SP-RGR-ND-S1 CDW Part: 9044947 UNSPSC:	In Stock	\$54.00 ▼	442	\$23,868.00 
Michigan Master Computing-MIDEAL GOV ONLY				
 <u>S1 24X7 PREM SUP 1Y</u> MFG Part: PES-SPS-FF-S1 CDW Part: 9040240 UNSPSC:	In Stock	\$18,797.08 ▼	1	\$18,797.08 
Michigan Master Computing-MIDEAL GOV ONLY				
 <u>S1 SINGULARITY ISPM A1 P/U</u> MFG Part: SP-RAD-US-A1 CDW Part: 9011265 UNSPSC:	In Stock	\$39.79 ▼	512	\$20,372.48 
Michigan Master Computing-MIDEAL GOV ONLY				

Order Summary

Subtotal: \$144,400.36

Tax and Shipping calculated at checkout.

Lease Option Pricing ⓘ
 \$4,086.53 / Month

[Update All](#) | [Remove All](#)

Shopping Cart

There are 6 item(s) in your shopping cart

[Save Quote](#)[Check Out](#)

	LICS KEY SENTINELONE-PF-PLT-FF-SENTINELONE-PF-PLT-FF-T1-C My Part #: 4L4TCA9039 SHI #: 48246546 Added: 1 hour ago	<input type="checkbox"/> Remove In Stock <input type="text" value="1"/> \$2,478.00 Each \$2,478.00
	LICENSEKEY SO S1-CMPAI-EN-S1-12 My Part #: 4L4TV60058 SHI #: 51189857 Added: 1 hour ago	<input type="checkbox"/> Remove Backorder <input type="text" value="394"/> \$112.00 Each \$44,128.00
	LICENSEKEY SO S1-CMPAI-CW-S1-12 My Part #: 4L4TV60082 SHI #: 51189858 Added: 1 hour ago	<input type="checkbox"/> Remove Backorder <input type="text" value="48"/> \$223.00 Each \$10,656.00
	LICENSEKEY SP-RGR-ND-T2-C My Part #: 4L4TR58543 SHI #: 45482752 Added: 1 hour ago	<input type="checkbox"/> Remove In Stock <input type="text" value="442"/> \$75.00 Each \$33,150.00
	LICENSEKEY SP-RAD-US-T4-C My Part #: 4L4TR58552 SHI #: 45482759 Added: 1 hour ago	<input type="checkbox"/> Remove In Stock <input type="text" value="512"/> \$36.00 Each \$18,432.00
	SENTINELONE ENTERPRISE SUPPORT PER WORKSTATION 1 YR My Part #: 4ZNT101516 SHI #: 49488595 Added: 1 hour ago	<input type="checkbox"/> Remove In Stock <input type="text" value="512"/> \$15.00 Each \$7,680.00
		Subtotal: \$116,524.00

[Save Quote](#)[Check Out](#)