

ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT
2100 CLARENDON BOULEVARD, SUITE 500
ARLINGTON, VIRGINIA 22201

NOTICE OF CONTRACT AMENDMENT

TO: DLT Solutions, Inc.	ORIGINAL DATE ISSUED:	July 19, 2017
24111 Dulles Corner Park	CONTRACT NO:	17-258-R
Herndon, VA 20171	CONTRACT TITLE:	Arlington County Network and Storage Services

THIS IS A NOTICE OF RENEWAL AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.

The contract documents consist of the terms and conditions of AGREEMENT No. 17-258-R including any attachments or amendments thereto.

EFFECTIVE DATE: May 1, 2021

EXPIRES: April 30, 2023

RENEWALS: None

COMMODITY CODE(S): 20491

ATTACHMENT:

- 17-258-R Amendment 2
- Fairfax County Amendment 4
- Fairfax County Amendment 5
- Fairfax County Amendment 6

EMPLOYEES NOT TO BENEFIT:

NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.

<u>VENDOR CONTACT:</u> Charlie Cammer	<u>VENDOR TEL. NO.:</u>	<u>(703) 773-9288</u>
<u>EMAIL ADDRESS:</u> charlie.cammer@dlt.com		
<u>COUNTY CONTACT:</u> Ishai Trani DTS	<u>COUNTY TEL. NO.:</u>	<u>(703) 228-3408</u>
<u>COUNTY CONTACT EMAIL:</u> itrani@arlingtonva.us		

CONTRACT AUTHORIZATION

THE COUNTY BOARD OF ARLINGTON
COUNTY, VIRGINIA

PRINT: SY GEZACHEW
 DocuSigned by:
 SIGNATURE: Sy Gezachew
 TITLE: PROCUREMENT OFFICER
 DATE: 4/9/2021

DLT Solutions, Inc.

PRINT: David Stephens
 DocuSigned by:
 SIGNATURE: David Stephens
 TITLE: Sr. Director of Sales - AWS
 DATE: 4/8/2021

ARLINGTON COUNTY, VIRGINIA

**AGREEMENT NO. 17-258-R
AMENDMENT NUMBER 2**

This Amendment Number 1 is made on the date of execution by the County and amends Agreement Number 17-258-R (“Main Agreement”) dated **July 19, 2017** between **DLT Solutions, LLC** (“Contractor”) and the **County Board of Arlington County, Virginia** (“County”).

The County and the Contractor agree to amend the Rider Agreement 17-258-R as follows:

1. Section 4, SCOPE OF WORK, is hereby amended to add the attached CloudCheckr services.
2. Section 3, CONTRACT PRICING, is hereby amended to add the following product and pricing.

Vendor	Product Group	Sell Discount % off List
A Cloud Guru	Software	15
<u>Description:</u> A premier online learning platform for cloud computing, delivering a comprehensive catalog of courses. The learning management platform enables content to effectively scale to more than 900,000 students across 186 countries and 6 continents. Through this platform, organizations and individuals gain the ability to stay current, stay relevant, and deliver results with cloud computing.		

3. Section 2, CONTRACT TERM, is hereby renewed for the period beginning May 1, 2021 and expires April 30, 2023. This is the final renewal.

All other terms and conditions of the Main Agreement remain in effect.



County of Fairfax, Virginia

AMENDMENT

Date: 3/29/2021

AMENDMENT NO. 6

CONTRACT TITLE: Amazon Web Services Products and Services (and Related Products & Services)

CONTRACTOR
DLT Solutions, LLC
2411 Dulles Corner Park, Suite 800
Herndon, VA 20171

SUPPLIER CODE
1000012074

CONTRACT NO.
4400006643

By mutual agreement, Contract 4400006643 is amended to renew for two (2) years at existing prices, terms and conditions, effective May 1, 2021 through April 30, 2023.

Please provide a current Certification of Insurance (COI) in Accordance with the CONTRACT INSURANCE PROVISIONS within ten (10) days after receipt of the executed amendment.

ACCEPTANCE:

BY:  Digitally signed by Christopher Wilkinson
Date: 2021.03.26 10:41:32 -04'00'

(Signature)

President
(Title)

Christopher Wilkinson
(Printed)

26 March 2021
(Date)

DocuSigned by:

9BE821303D064CD...

for Cathy A. Muse, CPPO
Director/County Purchasing Agent

DISTRIBUTION:

Finance – Accounts Payable/e
DIT – Tanesha Sherrod/e
DIT – Michelle Breckenridge/e
Omnia – deborah.bushnell@omniapartners.com

Contract Specialist Supervisor- Jamie Pun
ACS Team 1 – Cynthia Parker
Contractor – michael.bekampis@dlt.com



County of Fairfax, Virginia

AMENDMENT

Date: JUL 16 2019

AMENDMENT NO. 4

CONTRACT TITLE: Amazon Web Services Products and Services (and Related Products & Services)

CONTRACTOR

DLT Solutions, LLC
2411 Dulles Corner Park, Suite 800
Herndon, VA 20171

SUPPLIER CODE

1000012074

CONTRACT NO.

4400006643

By mutual agreement, Contract 4400006643 is amended to add the attached CloudCheckr services.

All other pricing, terms and conditions remain the same.

for Cathy A. Muse, CPPO
Director/County Purchasing Agent

DISTRIBUTION:

Finance – Accounts Payable/e

DIT – Michelle Breckenridge/e

DIT – Tanesha Sherrod/e

Omnia Partners – deborah.bushnell@omniapartners.com

Contract Specialist – L. Robinson

DPMM, ACS Team 1 – J. Waysome-Tomlin

Department of Procurement & Material Management

12000 Government Center Parkway, Suite 427

Fairfax, VA 22035-0013

Website: www.fairfaxcounty.gov/dpmm

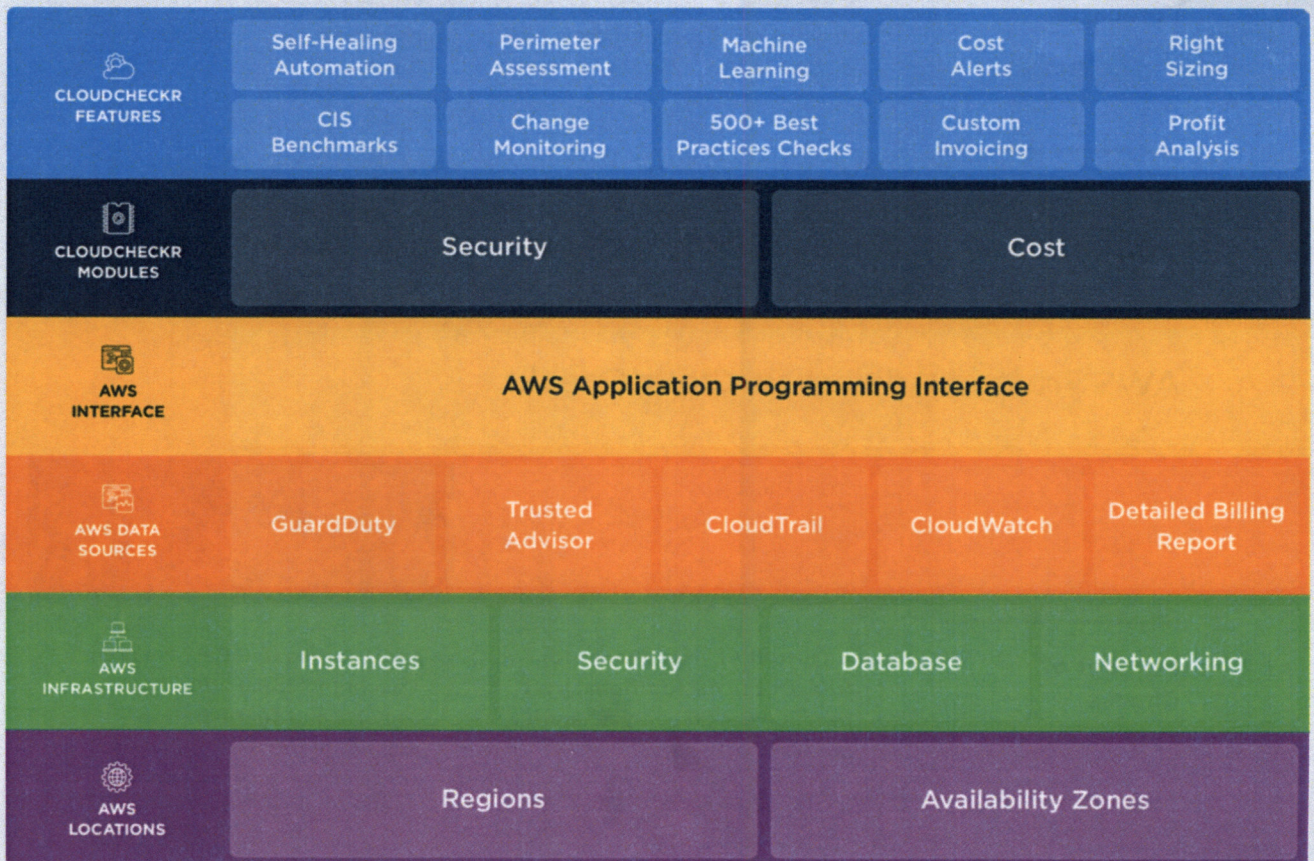
Phone (703) 324-3201, **TTY:** 711, **Fax:** (703) 324-3228





WHY AWS IS BETTER WITH CLOUDCHECKR

Businesses looking to embrace or grow their use of Amazon Web Services quickly find that the entry-level AWS services aren't as robust as they would like. Even Amazon's add-ons like AWS Trusted Advisor, AWS Cost Explorer, AWS CloudWatch and AWS Inspector don't meet the needs of modern cloud-based businesses the way CloudCheckr does.



CloudCheckr offers value-added capabilities, on top of AWS' built-in data sources.





AWS Cost Explorer vs CloudCheckr



	 AWS Cost Explorer	
<hr/> List Price Translation	Ten Filters: API operation, Availability Zone (AZ), AWS service, Custom cost allocation tags, Amazon EC2 instance type, Linked account, Purchase option, Region, Usage type, Usage type group	Unlimited Filters: All AWS filters plus filters using CloudCheckr Custom Tags
<hr/> Forecast Spending	Simply plots past data and extends over time. Forecasted charges are estimated based on historical trends and can differ from actual charges.	Deep analytics to predict usage and automatically make recommendations to actually decrease spending
<hr/> Forecasts	Forecasts are not saved, and only the most recent forecast is displayed when you revisit your saved chart.	Forecasts can be emailed and preserved for comparison in the future.
<hr/> Cost	Free, but inactive by default.	Free for limited functionality, Starting at \$75/month for full offering.

AWS Trusted Advisor vs CloudCheckr



	 AWS Trusted Advisor	
<hr/> Number of Checks	4 Trusted Advisor checks for free. Of the 65 additional best practice checks, only a handful are free.	500+ Automated Best Practice Checks including 200+ for security and configuration vulnerabilities. Trusted Advisor checks are integrated into the CloudCheckr dashboard.

	 AWS Trusted Advisor	
Cost	<p>Business (>\$100/month) or</p> <ul style="list-style-type: none"> • 10% of monthly AWS usage for the first \$0-\$10K • 7% of monthly AWS usage from \$10K-\$80K • 5% of monthly AWS usage from \$80K-\$250K • 3% of monthly AWS usage over \$250K <p>Enterprise (>\$15000/month) or</p> <ul style="list-style-type: none"> • 10% of monthly AWS usage for the first \$0-\$150K • 7% of monthly AWS usage from \$150K-\$500K • 5% of monthly AWS usage from \$500K-\$1M • 3% of monthly AWS usage over \$1M 	<p>Free for limited functionality, Starting at \$250/month for full offering.</p>



AWS CloudWatch vs CloudCheckr

	 AWS CloudWatch	
Reports and Alerts	<p>Monitor usage, log metrics, provide usage/billing alerts, event-based rules.</p>	<p>Powerful, automated, granular reports for S3 and Reserved Instance usage.</p>
Cost	<p>Free, but inactive by default.</p>	<p>Free for limited functionality, Starting at \$250/month for full offering.</p>

AWS Inspector vs CloudCheckr



	 AWS Inspector	
Best Practice Checks	Limited to AWS checks. Not extendable.	500+ Best Practice Checks , which can be customized and configured to suit your strategies and needs, plus customizable alerting based on CloudTrail, CloudWatch, and cost concerns.
Monitoring and Assessment	Basic monitoring and assessment.	Monitoring, assessment and compliance, to ensure security, proactively and automatically.
Cost	Free, but inactive by default.	Free for limited functionality, Starting at \$250/month for full offering.

AWS GuardDuty vs CloudCheckr



	 AWS GuardDuty	
Security	Detection of intrusions and attempted hacks.	Avoid intrusion by adoption of industry-standard and government-mandated security standards.
Architecture	No Agent required , unlike competing intrusion-detection vendors.	Works with GuardDuty to present unified view of security posture and status.



FEATURE COMPARISONS

Cost Management & Billing



		
Custom Reports	AWS produces a single, blended CSV file, dubbed the Detailed Billing Report (the "DBR"). The DBR can be enormous, listing every unit cost for every hour that a resource ran.	CloudCheckr extracts DBR information to generate pre-built individual reports, including custom reporting on cost by account, and even empowers users to automatically create individual white-labeled invoices for each account.
Reserved Instances	AWS Flex RIs allow existing RIs to be applied to any size instance within the family, but only for Linux Regional RIs.	CloudCheckr's RI toolkit supports Flex RIs, and the RI Rebalancer can automatically move workloads to keep Windows and Linux RIs in use, so no manual work is required to achieve full usage.
Cost	AWS Console allows you to apply cost allocation tags to associate groups of resources with different cost centers, but that's it.	CloudCheckr aggregates tag-related information. Search for resources with a specific tag, or see all tags applied to a resource. Generate billing reports by tags, or include/exclude tags from the results of a grouped report.
	AWS Console does not do anything natively to support Managed Service Provider/ Reseller billing. There are no tools to re-rate or unbundle the DBR to bill individual managed accounts appropriately. The DBR lists only unblended or blended rates for services; giving a customer access to this information would expose your volume discounts and any special pricing to them.	CloudCheckr allows you to keep price information sacred, and helps drive margins with a full toolkit of MSP features. <ol style="list-style-type: none"> 1. Manually apply credits to end user accounts, or keep them at the master account level, and even apportion them by a percentage. 2. Apply custom credit memos. 3. Add premiums or discounts (percentage or flat rate) to any account(s), to any service in the Amazon catalog, broken down by region, operation, and tag key.

CONTINUED

		
Cost Cont.		<p>4. Add custom usage rates for CloudFront, or for hourly rate of any service in the Amazon catalog.</p> <p>5. Uncompress pricing tiers and volume discounts.</p> <p>6. Unshare RIs for any number of accounts, or map them to a specific instance.</p> <p>7. Recalculate AWS support charges to charge customers the same amount as they would be charged if they managed their own deployments.</p>
Multiple Accounts	To see multiple accounts, AWS Console requires that you log in separately and aggregate information manually.	CloudCheckr has MAVs (Multiple Account Views) to make cross-account reporting easy.
Tracking Changes	AWS Console doesn't offer any reports on changes made to a deployment or across multiple deployments.	CloudCheckr gives you full change logs across one or multiple accounts, to show all details on the "who, what, and when" of any changes made.
Best Practice Checks	Amazon only offers four Trusted Advisor services and requires a paid subscription to Business or Enterprise support for ~40 more.	CloudCheckr provides 500+ Best Practice Checks to ensure a reliable, secure infrastructure.
Managing Instances	AWS does not give insight into how to properly select/manage instance types.	CloudCheckr provides recommendations to ensure instances are properly sized, both within and across families.
Access Control	AWS reports on permissions and access controls applied to resources, but not intelligently.	CloudCheckr gives context and actionable recommendations.
Automation	AWS requires self-service script writing for automation.	CloudCheckr comes with several pre-configured tasks to help manage deployments automatically.

		
Utilization Insight	AWS Console provides remedial usage information and very little actionable insight.	CloudCheckr provides heatmaps for ELB and CPU, on a relative and absolute basis. We also give you pre-built utilization alerts, to stay on top of the EC2 number of instances, resource utilization, RI utilization, S3 storage used/available, and S3 total objects stored.
Right Sizing	AWS does not give insight into how to properly select/manage instance types.	CloudCheckr provides right-sizing recommendations, to help you ensure that your instances are properly sized both within and across instance families. This is often one of the most significant savings drivers, especially for larger deployments.

End User Access

		
Custom Pricing	With access to AWS Console, a customer has access to blended and unblended cost information, and will be able to flag any invoiced amounts that differ from what Amazon reports.	Using CloudCheckr, the customer accesses the AWS Console, but sees the pricing you make available. It can be white-labeled, unlike AWS Console.
Custom Permissions	AWS Console has no permission controls.	CloudCheckr permissions are incredibly granular, down to single reports/features within the platform. Reports can be individually permissioned out to end users, which allows you to upsell some of the more advanced functionalities or full modules.
White Labeling	AWS Console cannot be customized for customer end-user access.	CloudCheckr can be fully white-labeled to drive brand recognition and loyalty.

Dashboards



AWS offers only a standard console without the ability to create custom dashboards or information quick reference.



CloudCheckr gives you the ability to create custom dashboards with a number of pre-built informational panes (e.g. "Best Practice Trends," "Total CPU Utilization," "Month-to-Date Spend"). These panes can be configured to report on individual accounts or across a multi-account view, to give quick and easy insights into multiple aspects of a deployment in one place. The creator can grant permission access to the Dashboard to any other user in the same account.

LET CLOUDCHECKR ENHANCE YOUR AWS ENVIRONMENTS

Engineers love AWS, but organizations need finance, security, and IT operations buy-in to fully commit. CloudCheckr provides a single unified automated solution to satisfy each of those constituencies and facilitate rapid AWS adoption.

Need CloudCheckr for your organization? Learn more at www.cloudcheckr.com.



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ROCHESTER, NY 14607

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www.cloudcheckr.com



Cloud Management Platform

CloudCheckr delivers visibility and intelligence across your cloud infrastructure and turns insights into action to mitigate security risks, optimize spend, and increase operational efficiencies.

The CloudCheckr platform enables IT, Security and Finance teams to manage their public cloud environment with confidence.

Global 2000 enterprises, service providers, and government agencies trust CloudCheckr to deliver the most robust cloud management platform in today's marketplace, and turn insights into action across their cloud investments.



COST & EXPENSE MANAGEMENT

Best-in-class cost management and optimization

- ✓ Spend optimization with automatic identification of savings opportunities
- ✓ Cost allocation with granular visibility and alerting
- ✓ Generate the largest possible savings with automated resource rebalancing & resizing with actionable resource purchasing recommendations
- ✓ Detailed billing analytics with sophisticated advance alerting and cloud governance to ensure that you're in control
- ✓ Invoicing and chargeback with customizable re-rating



SECURITY & COMPLIANCE

Comprehensive cloud security and compliance

- ✓ Unified security configuration and activity monitoring for actionable intelligence
- ✓ AWS perimeter assessment to identify and help reduce the attack surface
- ✓ Continuous change monitoring across resources, configuration, and users
- ✓ Log intelligence to leverage logs for automated alerts
- ✓ Complete and comprehensive audit history for your entire environment
- ✓ Hundreds of security best practices



SELF-HEALING AUTOMATION

Simplified cloud operations through active optimization and response

- ✓ Leverage security alerts to trigger Lambda functions
- ✓ Turn off unused resources
- ✓ Automatically rebalance instances and machines to ensure optimal usage
- ✓ Automatically enforce tagging policies
- ✓ Schedule instance start and stopping along with automatic back-up
- ✓ Automatically clean up security groups and snapshots



CloudCheckr users report saving an average of **30% off their monthly cloud expenditure.**

UTILIZATION

Reach out to one of our cloud experts at sales@cloudcheckr.com or visit us at CloudCheckr.com





ROI METRICS FOR CLOUD MANAGEMENT

A CloudCheckr Return on Investment and
Operational Benefits Analysis

CloudCheckr

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Introduction

CloudCheckr customers save, on average, 30% off of their monthly cloud bill through visible, actionable insights that reduce risks and ensure governance. Beyond the 30% direct AWS cost reduction, users also realize a variety of operational benefits.

Direct Expense ROI

Average users enjoy a 30% reduction of their monthly public cloud expenditure.

Potential Savings and ROI with CloudCheckr*

	Per Month
Total Public Cloud Bill	\$200,000
Average Savings with CloudCheckr	\$60,000
CloudCheckr's Charge (approximate)*	\$4,000
CloudCheckr ROI	1500%

*CloudCheckr has an elastic pricing model, based off of a percentage of monthly cloud spend and discounted based on consumption threshold.

How is this achieved?

The CloudCheckr platform includes cross-account cost optimization, cost reports for instant savings analysis, and automated alerts for idle, underutilized, and orphaned resources. CloudCheckr provides detailed purchase recommendations, as well as reserved instance (RI) rebalancing and right-sizing for individual usage requirements.

Operational Expense ROI

Finance reconciliation: Enterprise users report finance reconciliation and chargeback time for a mid-sized environment is reduced from approximately 5.5 days to under 7 hours.

	Time Required	Hourly Labor	Monthly Cost
Without CloudCheckr	44 hours	\$39	\$1716
With CloudCheckr	7 hours	\$39	\$273
Total Savings	37 hours		\$1443*

*An example of savings assuming an employee whose total salary + benefits is \$78,000 (\$65,000 + 20%), based on \$150,000 in cloud spend.

Operational Expense ROI continued

How is this achieved?

Automated invoice generation for chargeback/showback and aggregated multiple consolidated billing reports coupled with flexible time-based summary reporting (daily, monthly, custom) provides critical visibility to simplify and automate periodic cost optimization and allocation functions. CloudCheckr also automatically maps tags, grouping them for mis-tagged charges, untagged charges, and shared resources to ensure that ongoing chargebacks remain optimized.

OPERATIONAL EXPENSE ROI

Budget Tracking

DevOps, Engineering, and Product teams report that CloudCheckr's budget alerts and daily reports reduce time spent tracking and reconciling budgets by 75% on a monthly basis. They also report a 55% decrease in unexpected overages.

How is this achieved?

CloudCheckr's fully customizable budget alerts and reports tie to business rules, accounts, users, and tags to give users automated visibility and control over their infrastructure. With cost grouping for multiple layers of tagging, as well as business unit, application, and environment spending breakdowns, users spend less time reconciling budgets while proactively decreasing resource waste.

OPERATIONAL EXPENSE ROI

Billing Administration

Managed Service Providers (MSPs) and Resellers report that, for a reseller with 25+ customers, CloudCheckr Partner Tools reduce invoicing processing time from 6.5 days to under 12 hours on average.

The CloudCheckr platform helps MSP and reseller users manage invoices for AWS and Microsoft Azure billing accounts by programmatically applying business logic with customized pricing, billing charges, credit assignments, usage rates, and credit memos to reduce invoice processing time.

OPERATIONAL EXPENSE ROI

Incident Detection and Investigation

IT, Security, and Operations teams report that using historical configuration reporting and AWS CloudTrail search features reduces typical incident investigation times by over 65%.

How is this achieved?

CloudCheckr's security and compliance solution allows users to detect, assess, and remediate cloud security incidents with out-of-the-box AWS CloudTrail, Config logs, VPC flow logs, API and CloudWatch integrations.

CloudCheckr performs a continuous perimeter assessments against 550+ pre-built best practice checks to monitor the public cloud's attack surface and resource, configuration, and environment changes.

OPERATIONAL EXPENSE ROI

Permission Tracking

IT, Security, and Operations teams report that using permission mapping, in a mid-sized AWS environment, reduces time spent tracking and managing user permissions by over 90%.

How is this achieved?

CloudCheckr automatically maps and tracks AWS permissions across accounts and delivers multiple levels of permissioning and reporting access for individual users, user groups, and accounts. In addition, CloudCheckr can automatically revoke S3 bucket permissions based on specific business rules and provide single sign-on capabilities for seamless workflows.

OPERATIONAL EXPENSE ROI

Audit Preparation Time

Users report that CloudCheckr's full history of compliance checks, configurations, resources, permissions, and costs reduce audit preparation time by over 80%.

CloudCheckr total compliance maps our Best Practice Checks to more than 35 international regulatory and compliance frameworks, providing a detailed body of evidence for audit and attestation. Users can add remediation comments and workflows, and drill back in time, leveraging both daily and weekly compliance views.



1-833-CLDCHECK

CLOUDCHECKR.COM

ROI METRICS FOR CLOUD MANAGEMENT
A CloudCheckr Return on Investment and Operational Benefits Analysis

Updated January 29, 2019



County of Fairfax, Virginia

AMENDMENT

Date: SEP 20 2019

AMENDMENT NO. 5

CONTRACT TITLE: Amazon Web Services Products and Services (and Related Products & Services)

CONTRACTOR

DLT Solutions, LLC
2411 Dulles Corner Park, Suite 800
Herndon, VA 20171

SUPPLIER CODE

1000012074

CONTRACT NO.

4400006643

By mutual agreement, Contract 4400006643 is amended to add the following product and pricing:

Vendor	Product Group	Sell Discount % off List
A Cloud Guru	Software	15
<p><u>Description:</u> A premier online learning platform for cloud computing, delivering a comprehensive catalog of courses. The learning management platform enables content to effectively scale to more than 900,000 students across 186 countries and 6 continents. Through this platform, organizations and individuals gain the ability to stay current, stay relevant, and deliver results with cloud computing.</p>		

All other pricing, terms and conditions remain the same.

Steve Pierson, CPPB
Contracts Manager

Cathy A. Muse, CPPO
Director/County Purchasing Agent

DISTRIBUTION:

Finance – Accounts Payable/e

DIT – Michelle Breckenridge/e

DIT – Tanesha Sherrod/e

Omnia Partners – deborah.bushnell@omnipartners.com

Contract Specialist – L. Robinson

DPMM, ACS Team 1 – J. Waysome-Tomlin

Department of Procurement & Material Management

12000 Government Center Parkway, Suite 427

Fairfax, VA 22035-0013

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