



Board of County Commissioners Agenda Request

4A
Agenda Item #

Requested Meeting Date: 11/12/2025

Title of Item: Darktrace Renewal - Addition of Email Protection

☒ REGULAR AGENDA ☐ CONSENT AGENDA ☐ INFORMATION ONLY	Action Requested: ☒ Approve/Deny Motion ☐ Adopt Resolution (attach draft) <i>*provide copy of hearing notice that was published</i>	☐ Direction Requested ☐ Discussion Item ☐ Hold Public Hearing*
Submitted by: Chris Sutch		Department: IT
Presenter (Name and Title): IT Manager		Estimated Time Needed: 5 Minutes
Summary of Issue: Aitkin County IT currently utilizes the Darktrace appliance as a key element of our cybersecurity defense strategy. Darktrace serves as our Intrusion Prevention System (IPS), employing artificial intelligence to automatically identify and block suspicious or unusual network activity, thereby protecting the County network from malicious actors. The County has successfully used the Darktrace Network component for several years as part of its layered defense approach. To enhance protection, staff recommends adding the Darktrace Email Protection component. The Email Protection module leverages the same AI engine to proactively scan and intercept potentially malicious or suspicious emails before delivery to users. Currently, our email defense primarily depends on users to identify and report suspicious messages after opening them. This enhancement will shift protection to an automated, preventive layer — significantly reducing the risk of phishing and malware delivery. Payment is deferred until the first quarter of 2026. The County will be able to implement and utilize the Email Protection component immediately upon approval.		
Alternatives, Options, Effects on Others/Comments:		
Recommended Action/Motion: IT recommends that the Board approve the inclusion of the Darktrace Email Protection component and renewal of our Darktrace Network subscription and authorize staff to execute the necessary agreements.		
Financial Impact: Is there a cost associated with this request? ☒ Yes ☐ No What is the total cost, with tax and shipping? \$ 212607.05 Is this budgeted? ☒ Yes ☐ No <i>Please Explain:</i> This is billed annually, at \$69,034.08. This item is part of my 2026 budget, and payment is deferred until 2026.		

Customer Name:

Shipping Address:

Invoice Address:

Email:

Email for Invoice Submission:

Attn:

Tax ID/ Business Registration/VAT No:

Aitkin County

Attn: Chris Sutch, 209

2Nd St. Nw,Room 162

Aitkin, 56431 United States

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2Nd St. Nw,Room 162

Aitkin, Minnesota 56431 United States

chris.sutch@co.aitkin.mn.us

chris.sutch@co.aitkin.mn.us

Chris Sutch

41-0968850

Quote Ref:

Date Prepared:

Expiry Date:

Master Contract Number:

Q-187597

28/10/2025

23/11/2025

70921-202202-02-804671-GM

Darktrace Offering

Product/Services Description	SKU Code	Quantity	Term (Months)	Start Date	End Date	Annual Customer Price (USD)	Extended Customer Price (USD)
Platform Products							
Darktrace / NETWORK (Detection Only)	DT-DE-PD-NE-EX-LE	801-900	36	01/03/2026	28/02/2029		
Darktrace / NETWORK (Response Only)	DT-RE-PD-NE-LE	801-900	36	01/03/2026	28/02/2029		
Darktrace / EMAIL (Exchange Online)	DT-PL-PD-EM-EX	351-400 Active Users	39	01/12/2025	28/02/2029		
Darktrace / NETWORK (Detection Only)	DT-DE-PD-NE-EX-LE	0-200	36	01/03/2026	28/02/2029		
Darktrace / NETWORK (Response Only)	DT-RE-PD-NE-LE	0-200	36	01/03/2026	28/02/2029		
Deployment Usage							
Darktrace On-Prem Appliance (Medium)	DT-DP-PH-ME	1	36	01/03/2026	28/02/2029		
Standard Services							
Darktrace Standard Support Services	DT-SIS	1	39	01/12/2025	28/02/2029		
Darktrace / Installation Services	DT-IS	1	39	01/12/2025	28/02/2029		
Total(USD)						69,034.08	212,607.05

Payment Schedule			
Invoice Date	From	To	Amount (USD)
01/12/2025	01/12/2025	28/02/2026	5,504.81
01/03/2026	01/03/2026	28/02/2027	69,034.08
01/03/2027	01/03/2027	29/02/2028	69,034.08
01/03/2028	01/03/2028	28/02/2029	69,034.08
TCV (Sum of) (USD)	212,607.05		

Terms & Conditions

1	By signing this Product Order Form issuing a purchase order referencing this Product Order Form or otherwise accessing or using the Offering the Customer's use of the Offering shall be subject to the Darktrace Master Services Agreement included in the Appliance which can also be found at: https://www.darktrace.com/resources/legal-online-terms.pdf (Agreement). The parties have previously agreed to Product Order Form No. 70921-202202-02-804671-GM (the "Prior Order"). From the Commencement Date, this Product Order Form will supplement the Prior Order, the terms of which shall continue to apply, to the extent such terms do not contradict those contained herein, and add to the Offering a subscription to Darktrace / EMAIL for the period until 28 February, 2029. At the time when the Prior Order would otherwise expire, this Product Order Form will also renew and update the Offering to match the subscriptions set out in the Offering table above for the period until 28 February, 2029. Customer is in possession of the Appliance(s) listed above and shall not receive additional such Appliance(s) pursuant to this Product Order Form.
2	The Usage Metrics set out in the above Offering Table are in the aggregate not in addition to any prior orders. In the event of conflict with any prior order the Usage Metrics set out above are determinative.
3	Darktrace / EMAIL features core ActiveAI Security Platform capabilities to secure emails: Real Time Detection, Autonomous Response, Cyber AI Analyst and Technical Support. Use of Darktrace / EMAIL is limited to within the band of Active Users specified above (Usage Metrics). For the purposes of Darktrace / EMAIL an Active User, consists of a mailbox reported by the relevant provider that has been seen to send or receive email in the last 28 days. Use of Darktrace / EMAIL may not exceed 6000 Mail Volume as determined by the volume of inbound and outbound email in a 24-hour period (Mail Volume). Should the number of Active Users or Mail Volume usage exceed the figures set out above additional Fees shall be payable.
4	The Offering is made available on the basis of the relevant Product Specification Service Definition or other technical documentation (as applicable). Product Specifications and Service Definitions are found at: https://darktrace.com/legal/product-specifications-and-service-definitions whilst other technical documentation can be found via the Customer Portal.
5	If Customer requires a purchase order it must be sent at the time of acceptance of this Product Order Form and be for the full contract value. If it is not received Darktrace shall be entitled to invoice without it.
6	Acceptance of this Product Order Form is expressly limited to the terms of Darktrace's offer. Once accepted the terms and conditions of this Product Order Form and the Agreement will be the complete and exclusive statement of the agreement between the parties. Any modifications proposed by Customer are expressly rejected by Darktrace and shall not become part of the Agreement in the absence of Darktrace's written acceptance.
7	Fees are exclusive of any applicable sales tax goods and services tax withholding tax or VAT. Fees will be invoiced annually in advance. Payment terms Net 60 .
8	This Product Order Form may be executed in any number of counterparts and by different parties in separate counterparts. Each counterpart when so executed shall be deemed to be an original and all of which together shall constitute one and the same agreement. Transmission of the executed counterpart of this Product Order Form by email (in PDF JPEG or other agreed format) shall take effect as delivery of an executed counterpart.

For Customer:

Signature: _____
 Name: Chris Sutch

 Job Title: _____
 Signature Date: _____
 ("Effective Date")

For Darktrace:

Signature: _____
 Name: _____
 Job Title: _____
 Signature Date: _____