



100 West Washington Street, Suite 1101 | Hagerstown, MD 21740-4735 | P: 240.313.2200 | F: 240.313.2201  
WWW.WASHCO-MD.NET

## BOARD OF COUNTY COMMISSIONERS

May 13, 2025

### OPEN SESSION AGENDA

- 8:00 AM INVOCATION AND PLEDGE OF ALLEGIANCE  
CALL TO ORDER, *President John F. Barr*
- 8:00 A.M. CITIZEN PARTICIPATION - (*Citizen participation is scheduled for a minimum of 30 minutes and each citizens' comment will be limited to 3 minutes. This time limit will be strictly enforced by the President. Please see the County's website at [WWW.WASHCO-MD.NET](http://WWW.WASHCO-MD.NET) for complete Meeting Conduct and Meeting Sequence Rules.*)
- 8:30 AM RECESS
- 9:00 AM INVOCATION AND PLEDGE OF ALLEGIANCE  
CALL TO ORDER, *President John F. Barr*  
APPROVAL OF MINUTES: *April 29, 2025*
- 9:05 AM COMMISSIONERS' REPORTS AND COMMENTS
- 9:20 AM STAFF COMMENTS
- 9:30 AM 1. PRESENTATION OF 35<sup>TH</sup> ANNIVERSARY PROCLAMATION TO THE COMMUNITY FREE CLINIC  
*Board of County Commissioners of Washington County to Dan Divito, John Menard, Dwayne Shrader, Michael Stanford, Malick Thiam, Debra Grove, Jo Chiotos, and Jeremy Cantner, Community Free Clinic*
- 9:35 AM 2. PRESENTATION OF 70<sup>TH</sup> ANNIVERSARY PROCLAMATION TO HORIZON GOODWILL INDUSTRIES, INC.  
*Board of County Commissioners of Washington County to David Shuster, President and CEO, Horizon Goodwill Industries, Inc.*
- 9:40 AM 3. YOUTH MERITORIOUS AWARD PRESENTATION  
*Richard Lesh, Grant Manager, Grant Management; Washington County Board of County Commissioners*
- 9:45 AM 4. MARYLAND 9-1-1 BOARD – APPROVAL TO SUBMIT APPLICATION AND ACCEPT AWARDED FUNDING  
*Alan Matheny, Director, Emergency Management; Richard Lesh, Grant Manager, Grant Management*

9:50 AM 5. CONTRACT RENEWAL (PUR-1544) – TRASH REMOVAL SERVICES AT COUNTY FACILITIES  
*Carin Bakner, Buyer, Purchasing; Danny Hixon, Deputy Director, Parks and Facilities*

10:00 AM 6. SOLE SOURCE CONTRACT RENEWAL (PUR-1618) CYBER INTRUSION DETECTION AND MONITORING SYSTEM FOR INFORMATION TECHNOLOGY DEPARTMENT (DARKTRACE)  
*Josh O'Neal, Chief Technology Officer, Information Systems; Brandi Kentner, Director, Purchasing*

10:05 AM CLOSED SESSION – *(To discuss the appointment, employment, assignment, promotion, discipline, demotion, compensation, removal, resignation or performance evaluation of appointees, employees, or officials over whom this public body has jurisdiction; or any other personnel matter that affects one or more specific individuals. Personnel matters are confidential, precluding discussion in open session.*

- *Personnel discussion concerning County employee's performance.*
- *Discussion of appointments to County volunteer boards and commissions (Commission for Women and Area Agency on Aging Advisory Council.*
- *Discussion of provision of emergency services in the County to include discussion of supervision of personnel over whom the Board has jurisdiction.*
- *Discussion of compensation of certain County employees)*

11:00 AM RECONVENE IN OPEN SESSION

RECESS

6:00 PM **FY26 PUBLIC BUDGET HEARING – Public Safety Training Center, 18350 Public Safety Place, Hagerstown, Maryland 21740**

ADJOURNMENT

*Citizens' comments regarding the items on this Agenda or any other item of County business may be directed to the [contactcommissioners@washco-md.net](mailto:contactcommissioners@washco-md.net).*

*You may also contact each Commissioner individually at:*

*John F. Barr, President: [jbarr@washco-md.net](mailto:jbarr@washco-md.net) or (240) 313-2205;*

*Jeffrey A. Cline, Vice President: [jcline@washco-md.net](mailto:jcline@washco-md.net) or (240) 313-2208;*

*Derek Harvey, Commissioner: [dharvey@washco-md.net](mailto:dharvey@washco-md.net) or (240) 313-2206*

*Randy Leatherman, Commissioner: [rleatherman@washco-md.net](mailto:rleatherman@washco-md.net) or (240) 313-2209;*

*Randall E. Wagner, Commissioner: [rwagner@washco-md.net](mailto:rwagner@washco-md.net) or (240) 313-2207.*

*Additionally, you may contact Michelle Gordon, County Administrator at [mgordon@washco-md.net](mailto:mgordon@washco-md.net) or (240) 313-2202.*



Open Session Item

**SUBJECT:** Presentation of 35<sup>th</sup> Anniversary Proclamation to the Community Free Clinic

**PRESENTATION DATE:** May 13, 2025

**PRESENTATION BY:** Board of County Commissioners of Washington County to Dan Divito, John Menard, Dwayne Shrader, Michael Stanford, Malick Thiam, Debra Grove, Jo Chiotos, and Jeremy Cantner, Community Free Clinic

**REPORT-IN-BRIEF:**

**WHEREAS**, the Community Free Clinic has been in operation since February 1990, when Dr. Marty Gallagher began seeing patients at the Union Rescue Mission; and

**WHEREAS**, for the past thirty-five (35) years, the Community Free Clinic has delivered invaluable medical and mental health care to the uninsured, offering expertise and unwavering commitment to the health and well-being of our community; and

**WHEREAS**, the contributions of the Community Free Clinic have touched countless lives, improving the quality of healthcare and fostering a stronger, healthier Washington County; and

**WHEREAS**, Washington County, Maryland is profoundly grateful for the dedicated and compassionate service provided by the Community Free Clinic to our citizens and acknowledge and celebrate this remarkable milestone and the impact of the Community Free Clinic's dedication to our community for the past thirty-five years.

**NOW THEREFORE**, we, the Board of County Commissioners of Washington County, Maryland, do hereby celebrate and recognize the 35th Anniversary of the Community Free Clinic and ask all citizens to join in observing this significant milestone.



Open Session Item

**SUBJECT:** Presentation of 70<sup>th</sup> Anniversary Proclamation to Horizon Goodwill Industries, Inc.

**PRESENTATION DATE:** May 13, 2025

**PRESENTATION BY:** Board of County Commissioners of Washington County to David Shuster, President and CEO, Horizon Goodwill Industries, Inc.

**REPORT-IN-BRIEF:**

**WHEREAS,** The Goodwill movement was founded in 1902 by Reverend Edgar J. Helms, who sought to create a system of job training and self-sufficiency by collecting and reselling used household goods and clothing that is still modeled in communities today; and

**WHEREAS,** Horizon Goodwill Industries, Inc. is a locally governed non-profit social enterprise founded in 1955 to continue this vision; and

**WHEREAS,** their mission is removing barriers to social mobility by meeting people where they are and helping them get where they want to be; and

**WHEREAS,** Horizon Goodwill Industries serves the citizens of Washington County, Maryland through housing, education, employment, and health related services and provides these services while simultaneously advancing environmental sustainability by emphasizing re-use, repurposing, and recycling of items through their thrift resale enterprise.

**NOW THEREFORE,** we, the Board of County Commissioners of Washington County, Maryland, do hereby celebrate and recognize the 70th Anniversary of the Horizon Goodwill Industries, Inc. and ask all citizens to join in observing this significant milestone.



Open Session Item

**SUBJECT:** Youth Meritorious Award Presentation

**PRESENTATION DATE:** May 13, 2025

**PRESENTATION BY:** Richard Lesh & Board of County Commissioners

**RECOMMENDED MOTION:** No motion or action is requested or recommended.

**REPORT-IN-BRIEF:** Throughout the school year the Board of County Commissioners present “Youth Meritorious Awards” to students attending both public and private schools or those being home schooled in Washington County. The following individual has been selected based on his scholastic achievement, leadership qualities, community service performed or other positive contributions to his community.

This exceptional youth has consistently worked and distinguished herself as model student and member of our County.

It is my pleasure to present the following youth for recognition today:

**Maddox Aguilar- Smithsburg Middle School**  
Parent(s) – Madeline Sink  
Nominated by Madeline Sink

**DISCUSSION:** N/A

**FISCAL IMPACT:** N/A

**CONCURRENCES:** N/A

**ALTERNATIVES:** N/A

**ATTACHMENTS:** N/A

**AUDIO/VISUAL NEEDS:** N/A



## Agenda Report Form

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### Open Session Item

**SUBJECT:** Maryland 9-1-1 Board – Approval to Submit Application and Accept Awarded Funding.

**PRESENTATION DATE:** May 13, 2025

**PRESENTATION BY:** Alan Matheny, Director of Emergency Management, and Richard Lesh, Grant Manager, Office of Grant Management

**RECOMMENDED MOTION:** Move to approve the submission of grant application to the Emergency Numbers Systems Board in the amount of \$48,000.00 and accept funding as awarded to fund Language Line services through FY 2026.

**REPORT-IN-BRIEF:** The Department of Emergency Communications is requesting approval for the submission of grant application and to accept grant funds in the amount of \$48,000.00 from the Emergency Numbers Systems Board for the costs to continue the Language Line interpretation support services.

**DISCUSSION:** Language Line is one of the most critical tools available to a 911 Center. It serves as the primary resource for assisting callers who require language interpretation, ensuring effective communication during emergencies and enhancing public safety for all community members.

**IMPACT:** Provides \$48,000.00 for the Department of Emergency Communications.

**CONCURRENCES:** Maria Kramer, Director, Office of Grant Management

**ALTERNATIVES:** Deny approval for submission of this request

**ATTACHMENTS:** N/A

**AUDIO/VISUAL NEEDS:** N/A



Open Session Item

**SUBJECT:** Contract Renewal (PUR-1544) – Trash Removal Services at County Facilities

**PRESENTATION DATE:** May 13, 2025

**PRESENTATION BY:** Carin Bakner, Buyer, Purchasing Department; Danny Hixon, Deputy Director, Parks, and Facilities

**RECOMMENDED MOTION:** Move to renew the contract for Trash Removal Services at County Facilities with Republic Services of Hagerstown, MD, per the rates included in its letter dated April 23, 2025. Republic Services is requesting a 4.9% increase above the current rates for work performed for the subject services. This increase is based on CPI-Water/Sewer/Trash.

**REPORT-IN-BRIEF:** On May 17, 2022, the Board originally awarded a contract for the subject services to Republic Services, in the total annual amount of \$67,698.60. The term of the contract is for a one (1) year period, that commenced on July 1, 2022, with an option by the County to renew for up to four (4) additional consecutive one (1) year periods thereafter. This is the third of four one (1) year optional renewals of the contract.

The following provision is included in the bid terms and conditions: Based on the estimate of the net weight of County dumpsters, the total minimum amount of tonnage that the Contractor must deliver to the County landfill shall be 340 tons per year or 28 tons per month.

**DISCUSSION:** N/A

**FISCAL IMPACT:** Funds are available in various departmental budgets for these services.

**CONCURRENCES:** Director of Public Works

**ALTERNATIVES:** N/A

**ATTACHMENTS:** Republic Services letter dated April 23, 2025.

**AUDIO/VISUAL NEEDS:** N/A



April 23, 2025

Brani Naugle  
Washington County Purchasing Department  
Washington County Administration Complex  
100 West Washington Street, Room 3200  
Hagerstown, MD 21740

RE: (PUR-1544) Trash Removal Services

Dear Ms. Naugle,

On behalf of Republic Services of Hagerstown team, I would like to thank you for the opportunity of servicing Washington County Trash Removal Service needs. We take pride in the quality of service that we offer to our valued customers. Our objective is to provide you with the kind of service that has made us a premier provider of solid waste services. Republic Services of Hagerstown would like to extend the Trash Removal Services contract another year to June 30, 2026.

In reference to our agreement for providing Trash Removal Service's, we respectfully request that all rates for services we provide be adjusted by 4.9% based on CPI-Water/Sewer/Trash collection services effective 7/1/25. As you are probably aware, like many businesses we have incurred numerous cost increases including labor, fuel and steel over the last year. We appreciate your consideration of the aforementioned requests.

We appreciate your business and if you have any questions, please feel free to contact me at your convenience. We are proud of the partnership we share with the Washington County.

Sincerely,

A handwritten signature in black ink, appearing to read "John Neyman".

John Neyman  
Manager Municipal Services  
Republic Services  
[jneyman@republicservices.com](mailto:jneyman@republicservices.com)  
[302-420-5987](tel:302-420-5987)



**Table 2. Consumer Price Index for All Urban Consumers (CPI-U): U.S. city average, by detailed expenditure category, March 2025 — Continued**  
 [1982-84=100, unless otherwise noted]

Expenditure category	Relative importance Feb. 2025	Unadjusted percent change		Seasonally adjusted percent change		
		Mar. 2024-Mar. 2025	Feb. 2025-Mar. 2025	Dec. 2024-Jan. 2025	Jan. 2025-Feb. 2025	Feb. 2025-Mar. 2025
Owners' equivalent rent of primary residence <sup>13</sup> ..	24.957	4.4	0.3	0.3	0.3	0.4
Tenants' and household insurance <sup>1, 2</sup> .....	0.413	2.2	-0.3	1.1	0.8	-0.3
<b>Water and sewer and trash collection services<sup>2</sup>.....</b>	<b>1.085</b>	<b>4.9</b>	<b>0.2</b>	<b>0.7</b>	<b>1.0</b>	<b>0.2</b>
Water and sewerage maintenance <sup>1</sup> .....	0.740	4.8	0.3	0.8	0.6	0.3
Garbage and trash collection <sup>1, 10</sup> .....	0.345	5.3	0.0	0.3	1.9	0.0
Household operations <sup>1, 2</sup> .....						
Domestic services <sup>1, 2</sup> .....						
Gardening and lawncare services <sup>1, 2</sup> .....						
Moving, storage, freight expense <sup>2</sup> .....	0.125	2.8	0.0	-0.9	0.3	0.3
Repair of household items <sup>1, 2</sup> .....						
Medical care services.....	6.713	3.0	0.6	0.0	0.3	0.5
Professional services.....	3.669	2.5	0.1	-0.2	0.3	0.2
Physicians' services <sup>1</sup> .....	1.812	2.9	0.3	0.1	0.4	0.3
Dental services.....	0.929	2.1	0.0	-0.6	-0.1	0.3
Eyeglasses and eye care <sup>1, 6</sup> .....	0.334	4.2	0.0	0.0	0.6	0.0
Services by other medical professionals <sup>1, 6</sup> .....	0.595	0.9	-0.2	0.1	0.2	-0.2
Hospital and related services <sup>1</sup> .....	2.252	3.9	1.3	0.9	0.2	1.3
Hospital services <sup>1, 14</sup> .....	1.932	3.7	1.1	0.9	0.1	1.1
Inpatient hospital services <sup>1, 3, 14</sup> .....		4.7	2.0		0.2	2.0
Outpatient hospital services <sup>1, 3, 6</sup> .....		2.6	0.7	0.7	0.1	0.7
Nursing homes and adult day services <sup>14</sup> .....	0.166	4.8	0.4	-0.8	1.0	0.7
Care of invalids and elderly at home <sup>1, 5</sup> .....	0.154	4.5	4.9	0.3	0.3	4.9
Health insurance <sup>1, 5</sup> .....	0.792	3.1	0.4	0.7	0.3	0.4
Transportation services.....	6.327	3.1	-0.7	1.8	-0.8	-1.4
Leased cars and trucks <sup>1, 11</sup> .....						
Car and truck rental <sup>2</sup> .....	0.123	-8.7	3.9	1.7	-1.3	-2.7
Motor vehicle maintenance and repair <sup>1</sup> .....	1.016	4.8	0.8	0.5	0.3	0.8
Motor vehicle body work <sup>1</sup> .....	0.052		1.2	-0.7	-1.8	1.2
Motor vehicle maintenance and servicing <sup>1</sup> .....	0.506	4.1	0.2	0.5	0.1	0.2
Motor vehicle repair <sup>1, 2</sup> .....	0.396	6.4	1.6	0.6	0.7	1.6
Motor vehicle insurance.....	2.853	7.5	-0.6	2.0	0.3	-0.8
Motor vehicle fees <sup>1, 2</sup> .....	0.503	2.0	-0.5	2.6	0.0	-0.5
State motor vehicle registration and license fees <sup>1, 2</sup> .....	0.282	2.0	0.1	0.0	0.3	0.1
Parking and other fees <sup>1, 2</sup> .....	0.208	2.2	-1.3	6.4	-0.3	-1.3
Parking fees and tolls <sup>2, 3</sup> .....		3.6	-0.4	0.6	0.2	0.5
Public transportation.....	1.435	-3.5	-1.8	0.7	-3.4	-4.2
Airline fares.....	0.907	-5.2	-3.6	1.2	-4.0	-5.3
Other intercity transportation.....	0.204	-1.2	2.4	-3.1	-3.0	1.8
Ship fare <sup>1, 2, 3</sup> .....		-1.8	-0.5	1.7	-1.2	-0.5
Intracity transportation <sup>1</sup> .....	0.320	2.0	0.5	0.9	-0.6	0.5
Intracity mass transit <sup>1, 3, 8</sup> .....		2.2	0.1	0.1	1.2	0.1
Recreation services <sup>8</sup> .....	3.498	4.3	0.2	1.4	0.8	0.1
Video and audio services <sup>8</sup> .....	0.830	2.0	-0.3	2.0	1.0	-0.7
Cable, satellite, and live streaming television service <sup>10</sup> .....	0.669	1.3	-0.4	1.8	0.7	-0.9
Purchase, subscription, and rental of video <sup>1, 2</sup> .....	0.161	5.4	0.0	2.8	2.1	0.0
Video discs and other media <sup>1, 2, 3</sup> .....		3.4	-1.9	7.1	1.0	-1.9
Subscription and rental of video and video games <sup>1, 2, 3</sup> .....		10.7	3.2	2.6	2.6	3.2
Pet services including veterinary <sup>2</sup> .....	0.536	4.7	0.1	0.1	1.1	-0.2
Pet services <sup>2, 3</sup> .....		3.9	-0.1	-1.4	-0.7	-0.5
Veterinarian services <sup>1, 2, 3</sup> .....		5.9	0.5	0.3	2.3	0.5
Photographers and photo processing <sup>1, 2</sup> .....	0.056	-2.5	-1.0	1.0	1.3	-1.0

See footnotes at end of table.



## Agenda Report Form

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### Open Session Item

**SUBJECT:** Sole Source Contract Renewal (PUR-1618) Cyber Intrusion Detection and Monitoring System for Information Technology Department (Darktrace)

**PRESENTATION DATE:** May 13, 2025

**PRESENTATION BY:** Josh O'Neal, Chief Technology Officer, Information Systems; Brandi Kentner, CPPO, Purchasing Director

**RECOMMENDED MOTION:** Move to renew the contract for Cyber Intrusion Detection and Monitoring System for the Information Technology Department for the improvement of network security in the amount of \$273,712.75. This contract is for three (3) years, with an option by the County to renew for two (2) additional consecutive one (1) year periods; this is the third renewal period. The initial award was awarded as a sole source by the Board of County Commissioners on April 18, 2023. This approval is also contingent on the approval of the FY26 budget.

**REPORT-IN-BRIEF:** A Cyber Detection and Response system, such as the one recommended here, detects and responds to unusual network activity. The selected vendor also includes a protection component that integrates with the County's email system to provide additional intelligence and prevention of emails designed to trick staff into disclosing sensitive information or being misled into fraudulent transactions. Due to the expansion of the network, additional capacity needs to be added to the existing intrusion monitoring and response system

**DISCUSSION:** N/A

**FISCAL IMPACT:** Funding is available in the department's capital account 600600-30-11000-COM031 for these products and services.

**CONCURRENCES:** Michelle Gordon, County Administrator

**Account name: 10101240**

WASHINGTON COUNTY MD  
 100 W WASHINGTON ST  
 HAGERSTOWN MD 21740-4727

**SHIP-TO**

WASHINGTON COUNTY MD  
 100 W WASHINGTON ST  
 HAGERSTOWN MD 21740-4727

Quotation	
<b>Quotation Number</b>	: <a href="#">0228260209</a>
<b>Document Date</b>	: 11-MAR-2025
<b>PO Number</b>	:
<b>PO Release</b>	:
<b>Sales Rep</b>	: Margaret Pickles
<b>Email</b>	: <a href="mailto:MARGARET.PICKLES@INSIGHT.COM">MARGARET.PICKLES@INSIGHT.COM</a>
<b>Phone</b>	: +15143738075

**We deliver according to the following terms:**

**Payment Terms** : Net 30 days  
**Ship Via** : Electronic Delivery  
**Terms of Delivery** : FOB DESTINATION  
**Currency** : USD

Regarding tariff impacts on IPS contract quotes, Insight is communicating with the contracting officials on the contracts held by Insight to minimize the impact of tariffs to our clients.

Material	Material Description	Quantity	Unit Price	Extended Price
<a href="#">DARK-DET/NTWRK</a>	DARKTRACE DETECT/NETWORK Coverage Dates: 30-APR-2025 - 01-MAY-2026 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 58012.00 Discount: 13.935%	1	49,928.00	49,928.00
<a href="#">DARK-DET/AIA/NTWRK</a>	DARKTRACE DETECT/AI ANALYST/NETWORK Coverage Dates: 30-APR-2025 - 01-MAY-2026 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 58012.00 Discount: 13.935%	1	49,928.00	49,928.00
<a href="#">DARK-RESP/NTWRK</a>	DARKTRACE RESPOND/NETWORK Coverage Dates: 30-APR-2025 - 01-MAY-2026 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 77275.99 Discount: 13.936%	1	66,507.00	66,507.00
<a href="#">DARK-DET/RESPEMAIL</a>	Darktrace Business Application Software - Detect/Respond Email Model Coverage Dates: 30-APR-2025 - 01-MAY-2026 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 56410.99 Discount: 13.936%	1	48,549.50	48,549.50
<a href="#">DARK-DEP/X2APP</a>	DARKTRACE DEPLOYMENT/X2 APPLIANCE Coverage Dates: 30-APR-2025 - 01-MAY-2026 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 6778.99 Discount: 12.472%	1	5,933.50	5,933.50

Material	Material Description	Quantity	Unit Price	Extended Price
<a href="#">DARK-DEP/M-PROBE</a>	DARKTRACE DEPLOYMENT/M PROBE Coverage Dates: 30-APR-2025 - 01-MAY-2026 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 7746.99 Discount: 13.944%	1	6,666.75	6,666.75
<a href="#">DARKPROTHREATNOT</a>	DARKTRACE PROACTIVE THREAT NOTIFICATION Coverage Dates: 30-APR-2025 - 01-MAY-2026 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 0.99 Discount: 100.000%	1	0.00	0.00
			Product Subtotal	227,512.75
			TAX	0.00
			<b>Total</b>	<b>227,512.75</b>

Thank you for choosing Insight. Please contact us with any questions or for additional information about Insight's complete IT solution offering.

Sincerely,

Margaret Pickles  
 +15143738075  
[MARGARET.PICKLES@INSIGHT.COM](mailto:MARGARET.PICKLES@INSIGHT.COM)

To purchase under this contract, your agency must be registered with OMNIA Partners Public Sector.

Insight Global Finance has a wide variety of flexible financing options and technology refresh solutions. Contact your Insight representative for an innovative approach to maximizing your technology and developing a strategy to manage your financial options.

This purchase is subject to Insight's online Terms of Sale unless you are purchasing under an Insight Public Sector, Inc. contract vehicle, in which case, that agreement will govern. Insight's online Terms of Sale can be found at the "terms-and-policies" link below.

**SOFTWARE AND CLOUD SERVICES PURCHASES:** If your purchase contains any software or cloud computing offerings ("Software and Cloud Offerings"), each offering will be subject to the applicable supplier's end user license and use terms ("Supplier Terms") made available by the supplier or which can be found at the "terms-and-policies" link below. By ordering, paying for, receiving or using Software and Cloud Offerings, you agree to be bound by and accept the Supplier Terms unless you and the applicable supplier have a separate agreement which governs.

Tariffs imposed by the United States government on technology-related products may lead to cost increases for manufacturers and suppliers, who then pass these increases on to partners like Insight. Additionally, supply constraints, production delays, component shortages, and logistical pressures have contributed to cost increases and product shipment delays from manufacturers and suppliers. Insight is actively engaged with its suppliers and partners to address these challenges. While we strive to honor initial price proposals and quotes, the fluid nature of the impact on manufacturer and supplier costs and product availability due to tariffs and supply disruptions could require a requote, subject to the contract terms if the purchase is being made under an Insight Public Sector, Inc. contract vehicle, before finalizing any subsequent or impacted proposals, quotes, and

orders.

<https://www.insight.com/terms-and-policies>

**Account name: 10101240**

WASHINGTON COUNTY MD  
 100 W WASHINGTON ST  
 HAGERSTOWN MD 21740-4727

**SHIP-TO**

WASHINGTON COUNTY MD  
 100 W WASHINGTON ST  
 HAGERSTOWN MD 21740-4727

Quotation	
<b>Quotation Number</b>	: <a href="#">0228283589</a>
<b>Document Date</b>	: 19-MAR-2025
<b>PO Number</b>	:
<b>PO Release</b>	:
<b>Sales Rep</b>	: Margaret Pickles
<b>Email</b>	: <a href="mailto:MARGARET.PICKLES@INSIGHT.COM">MARGARET.PICKLES@INSIGHT.COM</a>
<b>Phone</b>	: +15143738075

**We deliver according to the following terms:**

**Payment Terms** : Net 30 days  
**Ship Via** : Electronic Delivery  
**Terms of Delivery** : FOB DESTINATION  
**Currency** : USD

Regarding tariff impacts on IPS contract quotes, Insight is communicating with the contracting officials on the contracts held by Insight to minimize the impact of tariffs to our clients.

Material	Material Description	Quantity	Unit Price	Extended Price
<a href="#">DARK-SUB-WAC</a>	DARKTRACE SUBSCRIPTION Coverage Dates: 01-APR-2025 - 30-APR-2027 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 53028.99 Discount: 12.878% Darktrace / ENDPOINT 151-175 Active Users(Endpoint) 2025-04-01 to 2027-04-30 Darktrace On-Prem Appliance(Medium) 1 Appliances 2025-04-01 to 2027-04-30	1	46,200.00	46,200.00
			Product Subtotal	46,200.00
			TAX	0.00
			<b>Total</b>	<b>46,200.00</b>

Thank you for choosing Insight. Please contact us with any questions or for additional information about Insight's complete IT solution offering.

Sincerely,

Margaret Pickles  
 +15143738075  
[MARGARET.PICKLES@INSIGHT.COM](mailto:MARGARET.PICKLES@INSIGHT.COM)

To purchase under this contract, your agency must be registered with OMNIA Partners Public Sector.

Insight Global Finance has a wide variety of flexible financing options and technology refresh solutions. Contact your Insight representative for an innovative approach to maximizing your technology and developing a strategy to manage your financial options.

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