

The Fulcrum Group, Inc. SPOT Managed Services for Texas DIR 2026

Last updated 1/22/2026

Service	List Price	Texas DIR Price	Notes
SPOT Managed IT Services - up to 25 User, per user per month	\$285/user/mo	\$250/user/mo	Includes on-site support, only available to North Texas local government agencies
SPOT Managed IT Services - 26 to 50 User, per user per month	\$199/user/mo	\$179/user/mo	Includes on-site support, only available to North Texas local government agencies
SPOT Managed IT Services - 51 to 100 User, per user per month	\$169/user/mo	\$149/user/mo	Includes on-site support, only available to North Texas local government agencies
SPOT Managed IT Services - 101+ Users, per user per month	\$149/user/mo	\$129/user/mo	Includes on-site support, only available to North Texas local government agencies
SPOT Managed IT Services - Low Use User, per user per month	\$109/user/mo	\$89/user/mo	Includes on-site support, only available to North Texas local government agencies
SPOT Remote Managed IT Services - up to 25 User, per user per month	\$225/user/mo	\$199/user/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Remote Managed IT Services - 26 to 50 User, per user per month	\$159/user/mo	\$139/user/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Remote Managed IT Services - 51 to 100 User, per user per month	\$129/user/mo	\$109/user/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Remote Managed IT Services - 101+ Users, per user per month	\$89/user/mo	\$79/user/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Remote Help Desk Services - up to 25 User, per user per month	\$109/user/mo	\$99/user/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Remote Help Desk Services - 26 to 50 User, per user per month	\$99/user/mo	\$89/user/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid

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<u>SPOT Remote Help Desk Services - 51 to 100 User, per user per month</u>	\$89/user/mo	\$79/user/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
<u>SPOT Remote Help Desk Services - 101+ Users, per user per month</u>	\$79/user/mo	\$69/user/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Managed IT Services Onboarding - up to 25 User - One-Time Fee	\$4,579	\$3,579	
SPOT Managed IT Services Onboarding - 26 to 50 User - One-Time Fee	\$7,449	\$5,879	
SPOT Managed IT Services Onboarding - 51 to 100 User - One-Time Fee	\$9,879	\$7,879	
SPOT Managed IT Services Onboarding - 101+ Users - One-Time Fee	\$14,579	\$11,579	
Contract Help Desk Engineer - Level 2 - Higher level capabilities, can resolve more issues than a Level 1 entry level Help Desk engineer. Billed Per Hour. Hours exceeding 40 hours worked in a week and On-Call After-Hours hours will be billed at a higher rate.	\$150/hr	\$140/hr	Minimum 1 year term, assumes a full work week of 40 hours.
<u>SPOT Shield Managed Cybersecurity for Compliance/Local Government - Up to 25 users</u>	\$59/user/mo	\$54/user/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
<u>SPOT Shield Managed Cybersecurity for Compliance/Local Government - 26 to 50 users</u>	\$59/user/mo	\$46/user/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
<u>SPOT Shield Managed Cybersecurity for Compliance/Local Government - 51 to 100 users</u>	\$59/user/mo	\$38/user/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid

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SPOT Shield Managed Cybersecurity for Compliance/Local Government - 101+ users	\$59/user/mo	\$29/user/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Shield Managed Cybersecurity for Compliance/Local Government - Up to 25 users Setup Fee	\$13,500	\$12,500	
SPOT Shield Managed Cybersecurity for Compliance/Local Government - 26 to 50 users Setup Fee	\$17,450	\$16,450	
SPOT Shield Managed Cybersecurity for Compliance/Local Government - 51 to 100 users Setup Fee	\$23,500	\$22,500	
SPOT Shield Managed Cybersecurity for Compliance/Local Government - 101+ users Setup Fee	\$32,500	\$30,500	
SPOT Shield Breach Protection Portal - Up to 20 Users	\$59/mo	\$49/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Shield Breach Protection Portal - 21 - 50 Users	\$79/mo	\$69/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Shield Breach Protection Portal - 51 - 100 Users	\$99/mo	\$89/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Shield Breach Protection Portal - 101 - 150 Users	\$149/mo	\$129/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Shield Breach Protection Portal - 151 - 250 Users	\$199/mo	\$169/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid

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SPOT Shield Breach Protection Portal - 251 - 500 Users	\$249/mo	\$209/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Shield Breach Protection Portal Onboarding - One-Time Fee	\$1,999	\$1,500	
SPOT Shield Network Monitoring - Windows Device	\$1,999	\$1,499	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Shield Network Monitoring - Windows Device	\$2,499	\$1,899	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Shield Network Monitoring - Additional Windows Device	\$2/Device/Mo	\$1.5/Device/Mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Shield Network Monitoring Onboarding - One-Time Fee	\$1,999	\$1,500	
SPOT Shield Network Monitoring Powered by Auvik	\$499/mo	\$375/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Shield Network Monitoring Powered by Auvik	\$15/device/mo	\$12.50/device/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Shield Network Monitoring Powered by Auvik Onboarding - One-Time Fee	\$1,999	\$1,500	
SPOT Shield Disk Encryption Powered by Sophos - up to 250 Devices	\$7/device/mo	\$6/device/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Shield Disk Encryption Powered by Sophos - 251 - 500 Devices	\$7/device/mo	\$5/device/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid

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SPOT Shield Disk Encryption Powered by Sophos - 51 to 100 devices	\$7/device/mo	\$4/device/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Shield Disk Encryption Powered by Sophos - 101 to 250 devices	\$7/device/mo	\$3/device/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Disk Encryption Onboarding Per Device - One-Time Fee	\$150/device	\$110/device	Bulk discounts available
SPOT SaaS Discovery powered by Augmentt - Up to 25 devices	\$6/device/mo	\$5/device/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT SaaS Discovery powered by Augmentt - 26 to 50 devices	\$6/device/mo	\$4/device/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT SaaS Discovery powered by Augmentt - 51 to 100 devices	\$6/device/mo	\$3/device/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT SaaS Discovery powered by Augmentt - 101+ devices	\$6/device/mo	\$2/device/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT SaaS Discovery powered by Augmentt Onboarding - One-Time Fee	\$750	\$500	
Sentinel One Control Endpoint Security - up to 25 devices	\$8/device/mo	\$7.75/device/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
Sentinel One Control Endpoint Security - 26 to 50 devices	\$8/device/mo	\$7/device/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
Sentinel One Control Endpoint Security - 51 to 100 devices	\$8/device/mo	\$6/device/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid

Service	List Price	Texas DIR Price	Notes
Sentinel One Control Endpoint Security - 101+ devices	\$8/device/mo	\$5/device/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
Sentinel One Endpoint Security Onboarding - One-Time Fee	\$1,999	\$1,500	
SPOT Protect Microsoft 365 Backup Powered by Datto - up to 25 users - Per User Per Month	\$7/user/mo	\$6/user/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Protect Microsoft 365 Backup Powered by Datto - 26 to 50 users - Per User Per Month	\$7/user/mo	\$5.25/user/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Protect Microsoft 365 Backup Powered by Datto - 51 to 100 users - Per User Per Month	\$7/user/mo	\$4.50/user/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Protect Microsoft 365 Backup Powered by Datto - 101+ users - Per User Per Month	\$7/user/mo	\$3.75/user/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
SPOT Protect Microsoft 365 Backup Onboarding - One-Time Fee	\$750	\$500	
Jatheon Cloud Email Archiving, One Year Prepay - up to 50 users	\$60/user/yr	\$55/user/yr	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
Jatheon Cloud Email Archiving, One Year Prepay - 51 to 100 users	\$50/user/yr	\$47/user/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
Jatheon Cloud Email Archiving, One Year Prepay - 101+ users	\$40/user/yr	\$38/user/mo	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
Jatheon Social Media Archiving, One Year Prepay - up to 50 accounts	\$432/account/yr	\$425/account/yr	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid

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Jatheon Mobile Network Archiver One Year Prepay	\$108/user/yr	\$105/user/yr	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
Jatheon Mobile Network Archiver One-Time Setup F	\$10,000	\$9,500	Remote services only, available to local government agencies anywhere the Texas DIR contract is valid
Professional Services - Cabling (labor only, not including materials)	\$150/hr	\$125/hr	Available as a remote or on-site service (on-site is only available in North Texas), rate includes travel/drive time
Professional Services - Desktop Support (on-site 4 hr minimum)	\$200/hr	\$150/hr	Available as a remote or on-site service (on-site is only available in North Texas), rate includes travel/drive time
Professional Services - Field Engineer (on-site 4 hr minimum)	\$250/hr	\$175/hr	Available as a remote or on-site service (on-site is only available in North Texas), rate includes travel/drive time
Professional Services - Network Engineer L2	\$300/hr	\$200/hr	Available as a remote or on-site service (on-site is only available in North Texas), rate includes travel/drive time
Professional Services - Network Engineer L3/Subject Matter Expert	\$325/hr	\$225/hr	Available as a remote or on-site service (on-site is only available in North Texas), rate includes travel/drive time