



City of Arts & Innovation

City Council Memorandum

TO: HONORABLE MAYOR AND CITY COUNCIL **DATE: NOVEMBER 14, 2017**

FROM: INNOVATION AND TECHNOLOGY **WARDS: ALL**
DEPARTMENT

SUBJECT: ISSUANCE OF PURCHASE ORDER TO OPTIV SECURITY INCORPORATED (INC.) FOR ANNUAL RENEWAL OF CHECK POINT DIRECT ENTERPRISE PREMIUM SUPPORT, DATA LOSS PREVENTION SOFTWARE, AND NEXT GENERATION THREAT EXTRACTION SOFTWARE FOR CITY'S ENTERPRISE NETWORK FIREWALL, IN THE AMOUNT OF \$96,277.14, IN ACCORDANCE WITH EXISTING SERVICE LEVEL AGREEMENT WITH CHECK POINT SOFTWARE TECHNOLOGIES, INC.

ISSUE:

Approve issuance of a Purchase Order to Optiv Security, Inc. for annual renewal of Check Point Direct Enterprise Premium Support, Check Point Data Loss Prevention software, and Next Generation Threat Extraction software for the City's enterprise network firewall, in the amount of \$96,277.14, in accordance with the existing Service Level Agreement with Check Point Software Technologies, Inc. Optiv Security, Inc. is a Check Point Platinum Partner authorized to sell Check Point products.

RECOMMENDATION:

That the City Council approve issuance of a Purchase Order to Optiv Security, Inc. for the annual renewal of Check Point Direct Enterprise Premium Support, Check Point Data Loss Prevention software, and Check Point Next Generation Threat Extraction software for the period of November 2, 2017, through November 2, 2018, in the amount of \$96,277.14 (Attachment 1), pursuant to the existing Service Level Agreement with Check Point Software Technologies, Inc. (Attachment 2).

BACKGROUND:

On August 11, 2015, the City Council approved a Consultant Services Agreement with Optiv Security Inc., formerly Accuvant, Inc., for the purchase of an enterprise network firewall solution. The purchase was pursuant to Bid No. 7319 and included the first year of Check Point Direct Enterprise Premium Support, Check Point Data Loss Prevention (DLP) software, and Next Generation Threat Extraction (NGTX) software. Since Optiv Security, Inc. is a reseller of Check Point products, the agreement stated that a separate Check Point Service Level Agreement would be needed for ongoing maintenance and support.

On November 15, 2016, the City Council approved a Service Level Agreement with Check Point Technologies, Inc. and issuance of a Purchase Order to Optiv Security, Inc. (a Check Point Partner authorized to sell Check Point products) for the renewal of the Check Point Direct Enterprise Premium Support and Check Point DLP software, for the period of November 2, 2016 through November 2, 2017, in the amount of \$57,582.

On December 1, 2016, a Purchase Order was issued to Optiv Security, Inc. for the annual renewal of the Check Point NGTX software, for the period of November 2, 2016 through November 2, 2017, in the amount of \$29,257. The pricing for this software was bundled as part of the original 2015 procurement; therefore, it was difficult to determine whether the renewal pricing for this software was competitive. In order to ensure competitive pricing, the Innovation and Technology Department solicited three quotes for this subscription separately and Optiv Security, Inc. was the low bidder.

The Innovation and Technology Department now desires to issue a Purchase Order to Optiv Security, Inc. for renewal of the annual Check Point support, DLP software, and NGTX software, for the period of November 2, 2017 through November 2, 2018, pursuant to the existing Service Level Agreement with Check Point Software Technologies, Inc.

DISCUSSION:

Annual renewal of the premium support, DLP software, and NGTX software is mission critical for supporting the City's Internet connectivity and for enabling City online transactions for business processes involving third parties. DLP software allows the City to monitor and prevent sensitive information from being transmitted out of the City's network. It can be configured to intercept and block the unauthorized transmittal of social security numbers, bank account numbers, or other protected data, via email or other data transmission methods. NGTX software includes a suite of cybersecurity products that work together to actively monitor and scan all City communications in real-time and to extract threats when detected.

Purchasing Resolution No. 22576, Article 2, Section 201(i) states that competitive procurement shall not be required when it is determined by the Purchasing Services Manager to be in the best interest of the City to do so and the goods or services are of such a nature that suitable specifications cannot be developed in a timely manner to meet the needs of the City. Since Optiv Security was previously selected based on competitive procurement processes and continues to provide competitive pricing, the Innovation and Technology Department recommends renewing the Check Point support, DLP software, and NGTX software through Optiv Security, Inc.

The Purchasing Services Manager concurs with the recommendations in this report.

FISCAL IMPACT:

The total fiscal impact of the action is \$96,277.14. The funds are available in the Innovation and Technology Department Budget, Software Maintenance/Support account number 2405000-424310. The expenditures are allocated to various departments through the annual cost allocation process. The current cost allocation process is complete and incorporated into the City's FY 2017/18 budget.

Prepared by: Lea Deesing, Chief Innovation Officer
Certified as to
availability of funds: Adam Raymond, Chief Financial Officer/City Treasurer
Approved by: Al Zelinka, FAICP, Assistant City Manager
Approved as to form: Gary G. Geuss, City Attorney

Attachments:

1. Quote
2. Existing Agreement