



City of Arts & Innovation

# City Council Memorandum

**TO: HONORABLE MAYOR AND CITY COUNCIL**                      **DATE: AUGUST 6, 2024**  
**FROM: INNOVATION AND TECHNOLOGY DEPARTMENT**            **WARDS: ALL**  
**SUBJECT: MEASURE Z - APPROVE THE THREE-YEAR ZSCALER SUBSCRIPTION WITH CARAHSOFT TECHNOLOGY CORPORATION OF RESTON, VIRGINIA, FOR THE TERM OF AUGUST 5, 2024, THROUGH AUGUST 4, 2027, IN THE AMOUNT OF \$299,959.47**

**ISSUE:**

Approve the three-year Zscaler Subscription with Carahsoft Technology Corporation of Reston, Virginia, for the term of August 5, 2024, through August 4, 2027, in the amount of \$299,959.47.

**RECOMMENDATIONS:**

That the City Council:

1. Approve the three-year Zscaler Subscription with Carahsoft Technology Corporation of Reston, Virginia, under NASPO Cooperative Purchasing Agreement AR2472 for the term of August 5, 2024, through August 4, 2027, in the amount of \$299,959.47; and
2. Approve additional change order authority of up to 15% of the total contract amount; and
3. Authorize the City Manager or his designee to execute all documents pursuant to the subscription with Carahsoft Technology Corporation of Reston, Virginia, including making minor non-substantive changes, including annual renewals.

**DISCUSSION:**

As the City of Riverside’s workforce becomes more mobile and deploys more cloud-based software, it is all the more reason to maintain strong cybersecurity protocols that will protect the City from advanced threats and data loss. Zscaler is the leader in cybersecurity and zero-trust digital transformation. With more than 150 data centers across the globe, Zscaler is able to stop advanced threats with lightning speed while applying consistent policies and security controls to keep the City safe. Under Zscaler, users will continue to experience fast, secure, and reliable access to city networks while being protected from cybersecurity threats.

Carahsoft Technology Corporation of Reston, Virginia, can offer competitive pricing for the software and services through NASPO Cooperative Purchasing Agreement AR2472. This cooperative agreement aligns with the City's Purchasing Resolution No. 24101, Sections 602(f) and 702(f).

Purchasing Resolution No. 24101, Article Six: Acquisition of Goods, Section 602 Exceptions states, "Competitive Procurement through the Informal Procurement and Formal Procurement process shall not be required in any of the following circumstances: ...(f) When Cooperative Purchasing is available and undertaken or when Goods can be obtained through Federal, State and/or other public entity pricing contracts or price agreements."

Purchasing Resolution No. 24101, Article Seven: Acquisition of Services, Section 702 Exceptions states, "Competitive Procurement through the Informal Procurement and Formal Procurement process shall not be required in any of the following circumstances: ...(f) When Cooperative Purchasing is available and undertaken or when Services can be obtained through Federal, State and/or other public entity pricing contracts or price agreements."

The Purchasing Manager concurs that the recommendations to authorize the purchases are in compliance with Purchasing Resolution 24101, Sections 602(f), and 702(f).

### **STRATEGIC PLAN ALIGNMENT:**

This item contributes to Strategic Priority 6 - Community Well-Being and Goal Infrastructure, Mobility & Connectivity and Goal No. 6.2 - maintain, protect and improve assets and infrastructure within the City's built environment to ensure and enhance reliability, resiliency, sustainability, and facilitate connectivity.

This item aligns with each of the five Cross-Cutting Threads as follows:

1. **Community Trust** – This item is agendized for City Council review for community transparency and in conformance with City purchasing policy.
2. **Equity** – All City employees and the community at large benefit from IT making research driven decisions based on industry trends and the City's specific needs. This allows the City to provide reliable and consistent technology-based services.
3. **Fiscal Responsibility** – The IT Department followed established purchasing and procurement processes by utilizing a cooperative agreement that was competitively bid. City staff were then able to negotiate pricing terms that best fit the needs of the City.
4. **Innovation** – The proposed purchase utilizes the latest technologies and/or innovative strategies from an industry leader.
5. **Sustainability & Resiliency** – This purchase is imperative to the ongoing success of the City's technological infrastructure, which serves the community daily.

**FISCAL IMPACT:**

The total fiscal impact of the action is \$299,959.47. Fiscal Year 2024/25 funds are budgeted and available in the Measure Z Fund, IT-Admin, Technology Replacement account number 8003301-462310. Appropriations for future fiscal years will be included in the Department’s Budget submissions for those fiscal years to be presented to the City Council for approval.

	<b>FY 24-25</b>	<b>FY 25-26</b>	<b>FY 26-27</b>	<b>Total</b>
<b>Annual Fee</b>	\$110,282.49	\$94,838.49	\$94,838.49	\$299,959.47

Prepared by: Jessica Gordon, IT Administrative Services Manager  
Approved by: George Khalil, Chief Innovation Officer  
Certified as to availability of funds: Kristie Thomas, Finance Director/Assistant Chief Financial Officer  
Approved by: Edward Enriquez, Assistant City Manager/  
Chief Financial Officer/Treasurer  
Approved as to form: Phaedra A. Norton, City Attorney

- Attachments:
1. Quote
  2. Agreement