



Agenda Report

File #: 20-0517

**AGENDA REPORT
REQUEST FOR CITY COUNCIL ACTION**

DATE: 07/01/2020

TO: Honorable Mayor and City Council Members

FROM: Information Technology Department

SUBJECT:

City Council consideration to award NIB 20-069WY REBID - Cisco EA Subscription Services

RECOMMENDED ACTION:

That the City Council:

- a. Award Notice Inviting Bids (NIB) 20-069WY REBID - Cisco EA Subscription Services to ConvergeOne, Inc. of Egan, MN
- b. Authorize the Chief Information Officer or their designees to negotiate and execute non-substantive extensions, change orders and amendments up to the amount provided by CMC 3.08.060 (J).
- c. Authorize the Purchasing Agent to issue purchase orders to ConvergeOne, for a total amount of \$506,024.09 over a three-year period ending June 30, 2023.

ANALYSIS:

A bid was conducted to procure a three-year subscription for Cisco EA Subscription Services. These services are part of Cisco's security portfolio. The City has implemented various Cisco security solutions over the past four years to strengthen and layer our security posture. The security solutions acquired to date has reached a point that the City can take advantage of scales of economy.

The City will gain efficiencies with the three-year subscription by reducing administrative overhead in budget planning and consolidation of managing a single contract versus five separate contracts. Also, the City will realize a bigger discount in the cost of the subscription services with a three-year term versus annual contracts. The three-year savings is \$364,984.33.

The Cisco security services included in the bid are NGFW, AMP for EndPoints, StealthWatch, Incident Response and Umbrella.

NGFW- Next Generation Firewall. The City has two Cisco NGFW for business continuity. The firewalls provide protection services against Malware, intrusion prevention and geographical blocking.

AMP for EndPoints - This provides anti malware protection on the desktops. In conjunction with the firewalls provides trajectory information on malware to identify the pc (s) that have been infected.

StealthWatch - Looks for anomalies at all entry points of the City's network. It alerts and responds as configured to suspected breaches on premise and in the cloud.

Incident Response - This gives the City use of Cisco's security team should the City's network become compromised. It also gives the City access to resources to take proactive measures in conducting threat hunts.

Umbrella - This protects the City employees from browsing to harmful sites.

Procurement Process:

The Purchasing Division issued Notice Inviting Bids (NIB) 20-069WY REBID - Cisco EA Subscription Services on May 22, 2020. The NIB was posted to the City's PlanetBids page and advertised in the Weekly Sentinel News (formally Sentinel Weekly) on May 27, 2020. The bid documents were downloaded by seven prospective bidders. The Purchasing Division received four bid submissions by the bid due date of June 5, 2020.

A summary of the bids is presented below:

Company	City/State	Bid Price
ConvergeOne	Ontario, CA	\$506,024.09
Logicalis	Corona, CA	\$641,151.41
Netxperts, Inc.	Walnut Creek, CA	Non-responsive
ePlus Technology, Inc.	Irvine, CA	Non-responsive

Bid results determined that ConvergeOne, Inc. is the apparent lowest responsive and responsible bidder. The Information Technology Department recommends awarded to ConvergeOne.

The total cost of these services shall be invoiced on an annual basis according to the following schedule:

Year 1 - \$282,566.81

Year 2 - \$111,728.64

Year 3 - \$111,728.64

COMMITTEE ACTION:

Not applicable.

STRATEGIC PLAN:

Not applicable.

FISCAL IMPACT:

Funding for the Cisco EA Subscription services for the initial year is being carried over from the FY 2020 budget. Funding for the second year is included in the FY 2021 budget. Funding for future years will be included through the budget process.

The three-year fiscal impact is \$506,024.09. Annual payments will be dispersed as follows.

Year 1 - \$282,566.81

Year 2 - \$111,728.64

Year 3 - \$111,728.64

ENVIRONMENTAL ANALYSIS:

No environmental review is required because the proposed action is not a project governed by the California Environmental Quality Act.

PREPARED BY: AL FARLAND, SR. NETWORK ARCHITECT

REVIEWED BY: KYLE EDGEWORTH, DEPUTY CHIEF INFORMATION OFFICER

REVIEWED BY: CHRIS MCMASTERS, CHIEF INFORMATION OFFICER

REVIEWED BY: SCOTT BRIGGS, PURCHASING SPECIALIST V

REVIEWED BY: KIM SITTON, ACTING ADMINISTRATIVE SERVICES DIRECTOR

SUBMITTED BY: JACOB ELLIS, CITY MANAGER

Attachments:

1. NIB 20-069WY REBID - Cisco EA Subscription Services_Final
2. NIB 20-069WY REBID-Cisco EA Subscription Services _Addendum No. 1
3. CONVERGEONE_NIB 20-069WY REBID Cisco EA Subscription Services_PB PRICE FORM