



WASHOE COUNTY

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STAFF REPORT

BOARD MEETING DATE: August 16, 2022

DATE: Thursday, August 11, 2022

TO: Board of County Commissioners

FROM: Kobe Harkins, I.T. Manager, Technology Services Department
775-328-2358, KHarkins@washoecounty.gov

THROUGH: Behzad Zamanian, Chief Information Officer, Technology Services Department

SUBJECT: Recommendation to approve Fiscal Year 2022/2023 renewal of contracts, maintenance agreements, licenses, professional services, and sole source purchases of computer network equipment, through joinder with National Association of State Procurement Officers (NASPO) Master Price Agreements for State of Nevada with ePlus Technology, Inc.; and approve expenditures [not to exceed \$1,645,000] and will remain within the available Technology Services budget for FY 2022/2023.

General Fund

- Solarwinds renewal, not to exceed [\$16,000] – Network monitoring software
- F5 renewal, not to exceed [\$25,000] – Web application firewall
- Proficio, not to exceed [\$181,480] – Security operations center as a service for 24/7 cyber security monitoring
- Infrastructure Assessment, not to exceed [\$118,550]
- Infrastructure Assessment Implementation, not to exceed [\$70,000]
- Firewall maintenance and support, not to exceed [\$171,907] – Maintenance and support of Palo Alto firewalls
- Switch maintenance and support, not to exceed [\$90,000] – Maintenance and support of Cisco and Meraki switches
- Network hardware, not to exceed [\$896,063] – Network equipment from Cisco Systems, Meraki, and Palo Alto Networks
- Professional Services, not to exceed [76,000] – Professional services for deploying and configuring network equipment and developing network designs.

For Possible Action. (All Commission Districts.)

SUMMARY

Rather than submit each request to the Board of County Commissioners separately, the Technology Services Department is respectfully requesting approval to bring each of the FY 2022/2023 listed contracts, software and sole source equipment purchases to the Purchasing Contracts Manager for signature or approval after said contracts, software or equipment purchase from ePlus Technology Inc. have been approved by the District Attorney, Budget Office and/or Risk Management when necessary.

Washoe County Strategic Objective supported by this item: Safe, Secure and Healthy Communities

PREVIOUS ACTION

On May 17, 2022, the Board of County Commissioners approved and adopted the Final Budget for FY 2023.

June 28, 2019 – Approved sole source purchases of computer network equipment and accessories through joinder with National Association of State Procurement Officers (NASPO) Price Agreements for State of Nevada.

June 26, 2018 – Approved sole source purchases of computer network equipment and accessories through joinder with National Association of State Procurement Officers (NASPO) Price Agreements for State of Nevada.

July 25, 2017 - Approved a variety of vendors for Cisco products for aggregate purchases exceeding \$100,000 for Fiscal Year 2017-2018.

BACKGROUND

Technology Services regularly upgrades and modernizes equipment at the County to maintain sustainable, efficient, and effective technological infrastructure to support countywide functions. The FY2022-2023 approved Technology Services budget will support ongoing upgrades to network equipment and professional services for deploying this equipment. These funds are also used for the renewal of Solarwinds, F5, maintenance agreements for Cisco, Meraki (Cisco Product) and Palo Alto, and the Proficio security operations center as a service, which is in entering the third year of a five-year contract.

CIP funding has also been budgeted in support of a firewall replacement and Wi-Fi upgrade project. The Wi-Fi upgrade is a two-year project using Meraki (Cisco) products. The firewall replacement project is a two-year project using Palo Alto equipment.

ePlus is conducting a technology infrastructure assessment to provide best practice recommendations for the Washoe County infrastructure. These recommendations will help guide all infrastructure projects.

In FY 2020-2021, Technology Services compared pricing between multiple Cisco and Palo Alto vendors. Based on large volume purchasing with ePlus, the County was able to secure additional volume price discounts. Cisco and Palo Alto products are available through a NASPO price agreement, with vendors authorized to sell these products through this NASPO contract in the State of Nevada. ePlus has consistently provided

pricing far below the NASPO contract discount levels. These purchases will continue to be grouped together to receive the greatest discount savings.

To support the FY 2022-2023 County infrastructure projects and the ongoing needs of departments Countywide, multiple purchases of Palo Alto and Cisco brand products are purchased separately throughout the year. Countywide expenditures are not expected to exceed [\$1,645,000] for FY 2022-2023.

Pursuant to NRS 332.115, computer hardware and software are exempt from competitive bidding requirements.

FISCAL IMPACT

The FY 2022-2023 Technology Services budget has sufficient budget authority for the sole source purchases not to exceed \$1,645,000 in:

- Technology Services (108) – Tech Services Administration (108100), Enterprise Infrastructure (108500), Data Network Infrastructure (108820).
- Capital Improvements Fund (402) – Network Switches Upgrade (PW920216), WI-FI System Upgrades (PW920225), Firewalls (PW920227).

Technology Services aggressively investigates and negotiates all quotes and strives to achieve the best pricing and/or alternative options to ensure reliable technical infrastructure at the least possible cost. Discount pricing levels regularly fall below NASPO contract levels on Palo Alto and Cisco purchases.

RECOMMENDATION

It is recommended that the Board of County Commissioners approve Fiscal Year 2022/2023 renewal of contracts, maintenance agreements, licenses, professional services and sole source purchases of computer network equipment, through joinder with National Association of State Procurement Officers (NASPO) Master Price Agreements for State of Nevada with ePlus Technology, Inc.; and approve expenditures not to exceed [\$1,645,000] and will remain within the available Technology Services budget for FY 2022/2023.

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POSSIBLE MOTION

Should the Board agree with the staff recommendation, a possible motion would be:

Move to approve Fiscal Year 2022/2023 renewal of contracts, maintenance agreements, licenses, professional services, and sole source purchases of computer network equipment, through joinder with National Association of State Procurement Officers (NASPO) Master Price Agreements for State of Nevada with ePlus Technology, Inc.; and approve expenditures not to exceed [\$1,645,000] and will remain within the available Technology Services budget for FY 2022/2023.

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