



WASHOE COUNTY

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STAFF REPORT

BOARD MEETING DATE: July 16, 2024

DATE: Tuesday, June 11, 2024

TO: Board of County Commissioners

FROM: James Wood, IT Manager, Technology Services
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THROUGH: Behzad Zamanian, CIO, Technology Services

SUBJECT: Recommendation to approve an agreement between Washoe County and ePlus Technology, Inc. for the purchase of software, maintenance and support services related to the County's use of Palo Alto Networks' firewalls, endpoint protection, and software automation for a three-year term (August 1, 2024- July 31, 2027); and approve annual payments in an amount not to exceed [\$558,438.74]. (All Commission Districts.)

SUMMARY

The Technology Services Department is requesting approval of an agreement between Washoe County and ePlus Technology, Inc. for software and services related to the County's use of Palo Alto Networks' firewalls, endpoint protection (anti-virus and malware), and software automation for a three-year term from August 1, 2024 through July 31, 2027 (essentially FY25-FY27). The contract price is for total amount not to exceed [\$1,675,316.23] in annual payments not to exceed [\$558,438.74]. Washoe County adopted Palo Alto's security products in 2020.

Washoe County Strategic Objective supported by this item: Innovative Services

PREVIOUS ACTION

May 21, 2024 – The Board of County Commissioners (BCC) approved and adopted the Final Budget for Fiscal Year 2025.

January 18, 2024 – Cortex XDR was renewed for an additional one-year term and was approved by the purchasing and contracts manager for \$169,302.00.

November 20, 2023 – Firewall support and maintenance was renewed for an additional one-year term and was approved by the purchasing and contracts manager in the amounts of \$109,151.36 and \$102,221.64, respectively.

AGENDA ITEM # _____

July 21, 2022 – Firewall support and maintenance was renewed for an additional one-year term and was approved by the purchasing and contracts manager for [\$171,907.66].

May 5, 2022 – The BCC approved the Capital Improvement Plan (CIP) for Fiscal Years 2023-2027, which included [\$160,240.00] (year 2) for replacing County firewalls with Palo Alto Networks Next Generation firewalls. Initial firewall purchases included three-years of service and support.

May 18, 2021 – The BCC approved the Capital Improvement Plan (CIP) for Fiscal Years 2022-2026, which included [\$160,240.00] (year 1) for replacing County firewalls with Palo Alto Networks Next Generation firewalls. Initial firewall purchases included three-years of service and support.

December 8, 2020 – The BCC approved the sole source purchase of Palo Alto’s Cortex XDR Endpoint Protection solution with a three-year term for [\$423,632.00].

May 2020 – Washoe County adopted Palo Alto Next Generation firewalls as the standard for the County.

BACKGROUND

Palo Alto Networks (“Palo Alto”) is an industry leader in cybersecurity and security related products. Washoe County selected Palo Alto for its security and firewall platforms in 2020.

The purpose of this item is to approve a three-year agreement for bundled Palo Alto products and services through ePlus Technology, Inc. to be paid for in three equal payments of [\$542,538.68] to cover FY25-FY27. This vendor agreement is budgeted for in the Technology Services budget.

Washoe County has already joined the State of Nevada’s participation in the National Association of State Procurement Officials (“NASPO”) agreement AR3229. The NASPO agreement contains the master services agreement’s terms and conditions for use of the bundled Palo Alto products and services. This new three-year agreement is for the purpose of bundling products/services together, rather than purchasing them individually. In doing so, the County will save [\$51,856.46] over the three-year term on existing product support, subscription, and maintenance costs. In addition, by bundling the services, the County will also receive additional products and services, including: (1) three additional firewall subscriptions, which will improve the County’s cybersecurity posture; and (2) the Cortex XSOAR platform and 4 user licenses, enabling security automation and advanced cyber threat hunting. The a la carte pricing for the bundled services is [\$1,499,964.50] per year.

FISCAL IMPACT

The Fiscal Year 2025 Technology Services adopted budget has sufficient budget authority for the Palo Alto Networks Agreement in the amount of [\$558,438.74] in Technology Services Administration (108100), Software Maintenance (710210) and Data Network Infrastructure (108820). Budget authority for future fiscal years will be requested during the annual budgeting process.

RECOMMENDATION

It is recommended that the Board of County Commissioners approve an agreement between Washoe County and ePlus Technology, Inc. for the purchase of software, maintenance and support services related to the County's use of Palo Alto Networks' firewalls, endpoint protection, and software automation for a three-year term (August 1, 2024- July 31, 2027); and approve annual payments in an amount not to exceed [\$558,438.74].

POSSIBLE MOTION

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

“Move to approve an agreement between Washoe County and ePlus Technology, Inc. for the purchase of software, maintenance and support services related to the County's use of Palo Alto Networks' firewalls, endpoint protection, and software automation for a three-year term (August 1, 2024- July 31, 2027); and approve annual payments in an amount not to exceed [\$558,438.74].”