



WASHOE COUNTY

Integrity Communication Service

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STAFF REPORT

BOARD MEETING DATE: July 20, 2021

DATE: Thursday, July 15, 2021

TO: Board of County Commissioners

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

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

SUBJECT: Recommendation to approve Fiscal Year 2021/2022 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 that will aggregate to exceed [\$100,000] but not to exceed [\$1,400,000] and will remain within the available Technology Services budget for FY 2021-2022.

General Fund

- Solarwinds renewal, not to exceed [\$25,000] – Network monitoring software
- F5 renewal, not to exceed [\$26,000] – Web application firewall
- Proficio, not to exceed [\$182,000] – Security operations center as a service for 24/7 cyber security monitoring
- Network equipment and maintenance, not to exceed [\$1,037,000] – Network equipment and maintenance renewals from Cisco Systems, Forcepoint, Arista and Palo Alto Networks
- Professional Services, not to exceed [130,000] – 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 2021/2022 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.

AGENDA ITEM # _____

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

PREVIOUS ACTION

On May 18, 2021, the Board of County Commissioners approved and adopted the Final Budget for Fiscal Year 2022.

On May 18, 2021, the Board approved the Capital Improvement Plan (CIP) for Fiscal Years 2022-2026.

On June 28, 2019, the Board 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.

On June 26, 2018, the Board 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.

On July 25, 2017, the Board 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 FY2021-2022 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, and the Proficio security operations center as a service, which is in entering the second year of a five-year contract.

CIP funding has also been budgeted in support of a firewall replacement, Wi-Fi upgrade and a networking upgrade project. The network upgrade project is a three-year project to refresh Countywide networking equipment. Technology Services began this project in FY 2017-2018 and selected Cisco as the new County standard for networking equipment. The Wi-Fi upgrade is a two-year project using Cisco products. The firewall replacement project is a two-year project using Palo Alto equipment.

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 2021-2022 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. Such purchases are certain to exceed the

[\$100,000] threshold which requires Board Approval. Countywide expenditures are not expected to exceed [\$1,400,000] for FY 2021-2022.

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

FISCAL IMPACT

The FY 2021-2022 Technology Services budget has sufficient budget authority for the sole source purchases not to exceed \$1,400,000 in:

- Technology Services (108) – Enterprise Infrastructure (108500), Data Network Infrastructure (108820).
- Capital Improvements Fund (402), VOIP Infrastructure (PW920202), 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 2021-2022 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 that will aggregate to exceed [\$100,000] but not to exceed [\$1,400,000] and will remain within the available Technology Services budget for FY 2021-2022.

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POSSIBLE MOTION

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

Move to approve Fiscal Year 2021-2022 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

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