



BOARD OF SUPERVISORS  
AGENDA LETTER

Agenda Number:

Clerk of the Board of Supervisors  
105 E. Anapamu Street, Suite 407  
Santa Barbara, CA 93101  
(805) 568-2240

**Department Name:** General Services  
**Department No.:** 063  
**For Agenda Of:** November 17, 2020  
**Placement:** Administrative  
**Estimated Time:** N/A  
**Continued Item:** No  
**If Yes, date from:**  
**Vote Required:** 4/5

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**TO:** Board of Supervisors

**FROM:** General Services Janette Pell, Director (805) 560-1011  
Contact Info: Andre Monostori, Interim Assistant Director (805) 568-2606

**SUBJECT:** Agreement for Services with Insight Public Sector, Inc. and Crossfuzer for Licensing and Implementation of GRC Module; All Districts.

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**County Counsel Concurrence**

As to form: Yes

Other Concurrence: Risk Management

As to form: Yes

**Auditor-Controller Concurrence**

As to form: Yes

**Recommended Actions:**

- a) Approve and authorize the Chair to execute the attached sole-sourced contract to procure professional services from Insight Public Sector Inc. (formerly PCMG) for the implementation of the Governance, Risk, and Compliance (GRC) module for a period of November 18, 2020 through December 30, 2020 for Phase 1 for the amount not to exceed **\$60,000.00**; and
- b) Approve and authorize the Chair to execute the attached sole-sourced contract to procure professional services from Inergex LLC dba Crossfuzer for service and support of the Governance, Risk, and Compliance (GRC) module for a period of November 18, 2020 through December 30, 2020 for Phase 1, and December 31, 2020 through June 30, 2021 for Phases 2 and 3 for the amount not to exceed **\$208,845.00**; and
- c) Approve and authorize the Chair to execute the attached sole-sourced contract to procure licensing from Inergex LLC dba Crossfuzer for the Governance, Risk, and Compliance (GRC) module for a period of November 18, 2020 through December 30, 2020 for Phase 1 for an amount not to exceed **\$53,062.26**; and
- d) Approve the attached budget revision request 0007292; and
- e) Determine that the above actions are not a project under the California Environmental Quality Act (CEQA) pursuant to Section 15378(b)(5) of the CEQA guidelines because they consist of administrative activities of government that will not result in direct or indirect physical changes in the environment.

**Summary Text:**

As the County of Santa Barbara continues its on-going efforts to mitigate cyber security risks across the enterprise, [and due to the significant change in the physical location of the County workforce as a direct result of COVID-19, it was determined that integration of a GRC module into its existing ServiceNow platform was essential. The requested services would allow the vendors to provide the required licensing and professional services toward the integration and on-going service and support of the GRC module.

The GRC tool will take the findings of the County IT Security Audit and turn them into actionable items to mitigate our cybersecurity posture in the County. Due to COVID-19, the County had to make a quick transition from on-premise workers to remote workers, which increased our cybersecurity risk posture. This tool will help secure our mobile workspaces by reducing our risk as we continue to operate using remote work to conduct county business. This tool will be a cloud-based solution that our Executives and IT security professionals countywide can access and utilize to remediate their Departments risks, resulting in increased cybersecurity resilience countywide. The GRC tool falls within the CARES category for cybersecurity risk mitigation along with improving our cybersecurity posture to keep our remote workers productive.

Regarding the required licensing, subscriptions are commonly purchased upfront and in bulk to take advantage of better pricing. All required GRC licenses will be purchased by November 30, 2020 and will be valid from December 1, 2020 through December 1, 2021, at which point a new contract will be established.

**Background:**

In December of 2018, Insight Public Sector, Inc. (formerly PCMG) was approved to provide security audit services as a result of a major cyber security threat. The incident emphasized the need to improve our cyber security posture, countywide governance, and the ability to defend against increasing cyber security threats. It was determined that a GRC module needed to be added to the County’s ServiceNow platform to enhance existing efforts to reduce risk.

**Fiscal and Facilities Impacts:**

Budgeted: Please see Budget Revision Request 0007292 attached. **Fiscal Analysis:**

<b>Funding Sources</b>	<b>Current FY Cost:</b>	<b>Total One-Time Project Cost</b>
Phase 1 CARES (Crossfuze-Licensing)	\$ 53,062.26	\$ 53,062.26
Phase 1 CARES (Insight)	\$ 60,000.00	\$ 60,000.00
Phase 1 CARES (Crossfuze)	\$ 69,425.00	\$ 69,425.00
Phase 2 Risk Management Fund (Crossfuze)	\$ 69,710.00	\$ 69,710.00
Phase 3 Risk Management Fund (Crossfuze)	\$ 30,290.00	\$ 30,290.00
Phase 3 IT Fund (Crossfuze)	\$ 39,420.00	\$ 39,420.00
<b>Total</b>	<b>\$ 321,907.26</b>	<b>\$ 321,907.26</b>

**Narrative:** Phase 1 costs were not accounted for in the FY 19-20 budget and have been determined by responsible County officials to be necessary due to COVID-19. Therefore, they will be submitted for reimbursement through the CARES Act. Phases 2 & 3 will be funded using \$100,000 from the Risk Management budget, and the remaining \$39,420 will be funded initially using the IT budget with the plan to seek EITC approval for reimbursement from the Technology Fund. It is understood that due to evolving Federal guidance, compliance testing by the County's external auditors, and future State and Federal audits, the eligibility of these expenditures for CARES Act funds may be scrutinized in the future.

**Special Instructions:**

Clerk of the Board: Please return two (2) copies of the executed contracts plus the minute order of the actions to the General Services Department, attention: Andre Monostori, Interim Assistant Director.

**Attachments:**

- a) Attachment 1 Crossfuze Licensing GRC Board Contract
- b) Attachment 2 Crossfuze Professional Services GRC Board Contract
- c) Attachment 3 PCMG-Insight Public Sector GRC Board Contract
- d) Attachment 4 BJE 0007292 – GRC Module

**Authored by:**

Jason Womack, AOP I, General Services

**cc:**