



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:** June 6, 2023  
**Placement:** Administrative  
**Estimated Time:**  
**Continued Item:** No  
**If Yes, date from:**  
**Vote Required:** Majority

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**TO:** Board of Supervisors  
**FROM:** General Services Kirk Lagerquist (805) 560-1011  
Contact Info: Chris Chirgwin , Chief Information Officer (805) 568-2608  
Information and Communication Services Division  
**SUBJECT:** Agreement for Professional Services of Independent Contractor with CDW  
Government for Purchase and Implementation of County Firewalls; All  
Districts.

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**County Counsel Concurrence**

As to form: Yes

**Auditor-Controller Concurrence**

As to form: Yes

**Other Concurrence: Risk Management**

As to form: Select\_Concurrence Yes

**Recommended Actions:**

That the Board of Supervisors:

- a) Approve and authorize the Chair to execute a professional services agreement with CDW Government for the procurement of Palo Alto Networks Next Generation Firewall (NGFW) infrastructure and implementation services for a total contract amount not to exceed \$1,489,122.44 for the period beginning June 6, 2023 through June 30, 2029; and
- b) Approve and authorize the Chief Information Officer or General Services Director or their designees to order additional implementation services in an amount not to exceed 5% of the total contract amount, or \$74,456.12.
- c) Determine that the above recommended actions are a government funding mechanism or other government fiscal activity, which do not involve any commitment to any specific project that may result in a potentially significant physical impact on the environment and is therefore not a project under the California Environmental Quality Act (CEQA) pursuant to section 15378(b)(4) of the CEQA Guidelines.

**Summary Text:**

The Department of General Services requests the Board approve an Agreement for Services of Independent Contractor with CDW Government for the replacement of the County's existing firewall

infrastructure with more robust, next-generation equipment from Palo Alto Networks. A portion of this project will also include upgrading the firewall infrastructure for the Sheriff's Department. This work must be completed by October of 2023, as the existing Check Point supporting firewall infrastructure will no longer have a maintenance contract in place.

**Background:**

General Services manages a multitude of information infrastructure services that are fundamental to every computer function within the County. The existing security firewall infrastructure resides on Check Point systems, providing secure transport of information to and from the internet as well as creating security zones to protect critical systems and data within the County network.

The General Services, Information and Communications Technology (ICT) division's maintenance plan established optimal refresh/upgrade points during the service life of a product/system to ensure continued supportability throughout the lifecycle. These changes are in the form of server hardware and software upgrades, component substitution, replacement, or re-design of the product and evaluation of alternative hosting platforms. Executing this technology refresh plan is vital to ensuring that our security infrastructure system is technically capable, available, sustainable, and cost effective.

The County's current security firewall infrastructure components are at the end of their useful life, and we are at increased risk for failure as the equipment continues to age. The County has selected Palo Alto Networks next generation firewalls to replace the existing infrastructure via RFP #8200001. We have budgeted for and should replace these systems according to their useful life cycles.

Staff is recommending replacement of our current solution with a more robust, next-generation security solution from Palo Alto Networks through the reseller CDW Government.

The goal of this project is to provide highly reliable, scalable, enterprise-class solutions with fault tolerance and disaster recovery that meets current and expanding County business needs as well as the ever-changing cybersecurity landscape.

Objectives in support of this goal include:

- Partner with a reputable Value-Added Reseller, CDW Government, which will be reselling Palo Alto Networks project design and implementation support services as well as long term ongoing support throughout the expected life of the system.
- Ensure that current and future business needs are identified to the best of our ability.
- Design a solution that is scalable in that additional throughput and advanced security measures can be achieved as business needs change and the threat landscape morphs.
- Ensure that the solution maintains our comprehensive disaster recovery plan leveraging the County's geography to ensure no single failure can impair the security infrastructure offering.

Purchase of these upgraded systems will provide advanced threat prevention and increased throughput for critical data communications.

**Performance Measure:**

Percentage of uptime for Countyofsb.org website. (Target = 100%)

**Contract Renewals and Performance Outcomes:**

**Fiscal and Facilities Impacts:**

Budgeted: Yes

**Fiscal Analysis:**

<b><u>Funding Sources</u></b>	<b><u>Total One-Time Cost:</u></b>
ISF Fund 1915	\$ 1,489,122.44
Total	\$ 1,489,122.44

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**Narrative:**

Countywide firewall replacement is budgeted to be funded from Retained Earnings of the Information Technology Internal Service Fund (ISF), including \$1,242,044.34 from the Reserved Capital Replacement account, and \$124,008.10 for inflationary costs along with \$123,070.00 to cover the early replacement of firewall technology within the Sheriffs' Department, both of which will be funded from the Unreserved Retained Earnings account.

**Key Contract Risks:**

NA

**Staffing Impacts:**

**Legal Positions:**  
0

**FTEs:**  
0

**Special Instructions:**

Please send one (1) duplicate original of the minute order and two (2) duplicate originals of the executed agreement to Andre Monostori, ICT General Services Department.

**Attachments:**

Attachment A - Agreement with CDW Government

**Authored by:**

Jason Womack, General Services, AOP II

**cc:**