



Monterey County

Item No.19

Board Report

Board of Supervisors
Chambers
168 W. Alisal St., 1st Floor
Salinas, CA 93901

Legistar File Number: A 20-272

July 21, 2020

Introduced: 7/6/2020

Current Status: General Government -
Consent

Version: 1

Matter Type: BoS Agreement

- a. Authorize the Director of Information Technology, or his designee, to execute amendment no. 1 to the non-standard agreement with CDW-Government LLC (CDW-G), a Carbon Black re-seller, incorporating the terms of CDW-G's existing NASPO Master Agreement with the State of California for purchase of Carbon Black support services, a cybersecurity threat detection and response platform, extending the term two (2) additional years for a revised term of July 1, 2020 through June 30, 2023, and adding an additional \$249,585.20 for a revised agreement total of \$344,501;
- b. Authorize the Director of Information Technology, or his designee to executed a non-standard agreement with CDW-G, a Carbon Black re-seller, incorporating the terms of CDW-G's existing National IPA Technology Solutions Master agreement with the City of Mesa, AZ for the purchase of Carbon Black Migration Response services;
- c. Authorize the Director of Information Technology, or his designee, to execute order forms and such documents as are necessary to implement the agreement with CDW-G for the County's purchase of Carbon Black support;
- d. Accept non-standard contract provisions as recommended by the Director of Information Technology; and
- e. Authorize the Director of Information Technology to sign up to two (2) amendments to this Agreement, extending the term by one (1) year each, where the additional costs per year do not exceed an annual cost increase of ten percent (10%), and where the amendments do not significantly change the scope of work and do not alter the non-standard terms of the Agreement.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Director of Information Technology, or his designee, to execute amendment no. 1 to the non-standard agreement with CDW-Government LLC (CDW-G), a Carbon Black re-seller, incorporating the terms of CDW-G's existing NASPO Master Agreement with the State of California for purchase of Carbon Black support services, a cybersecurity threat detection and response platform, extending the term two (2) additional years for a revised term of July 1, 2020 through June 30, 2023, and adding an additional \$249,585.20 for a revised agreement total of \$344,501;
- b. Authorize the Director of Information Technology, or his designee to executed a non-standard agreement with CDW-G, a Carbon Black re-seller, incorporating the terms of CDW-G's existing National IPA Technology Solutions Master agreement with the City of Mesa, AZ for the purchase of Carbon Black Migration Response services;
- c. Authorize the Director of Information Technology, or his designee, to execute order forms and such documents as are necessary to implement the agreement with CDW-G for the County's purchase of Carbon Black support;

- d. Accept non-standard contract provisions as recommended by the Director of Information Technology; and
- e. Authorize the Director of Information Technology to sign up to two (2) amendments to this Agreement, extending the term by one (1) year each, where the additional costs per year do not exceed an annual cost increase of ten percent (10%), and where the amendments do not significantly change the scope of work and do not alter the non-standard terms of the Agreement.

SUMMARY/DISCUSSION:

On June 28, 2016, the Board approved an agreement with Sable Computers, Inc. dba KIS, for the purchase of licenses, support and maintenance for Carbon Black, a cybersecurity threat detection and response platform, for a three-year term expiring June 30, 2019. The Information Security Team has found a great benefit to the County in using Carbon Black services and again wishes to extend them for another year. Carbon Black tools enable the Information Security Team to monitor and resist attempts to disable or compromise the County's network and electronic business platforms.

For renewal, ITD recommends continuing to utilize an agreement entered into by CDW-Government LLC (CDW-G) with the State of California to obtain discount pricing for continued use of Carbon Black services. CDW-G is an authorized re-seller of Carbon Black products.

This amendment provides migration services to cloud based service. Migrating the County's Carbon Black implementation from on-premises to the cloud will allow real time reporting of security events from all County workstations, including those not connected to the County's network. This is critical in this time where employees are regularly working offsite. Carbon Black's Migration Response package will assist us in performing the migration in a timely and uninterrupted manner.

Through competitive procurement, the National Association of State Procurement Officers (NASPO) selected specified companies to provide technology goods and services on favorable terms and prices to the State of Arizona through the NASPO Master Agreement. The NASPO Master Agreement has been supplemented and amended twice to clarify its provisions and extend its term. CDW-G was selected as a qualified technology vendor signatory to the NASPO Master Agreement. The National IPA Technology Solutions cooperative agreement is being used to acquire the Carbon Black migration Response package. Utilizing this cooperative agreement allows the County to receive discounted pricing and continuity with the services from CDW-G.

The State of California, by Participating Addendum, has adopted the terms of the NASPO Master Agreement for the purchase of specified technology. Both the NASPO Master Agreement and the California Participating Addendum provide that local entities such as the County may, in turn, purchase technology goods and services utilizing the terms of the NASPO Master Agreement. CDW-G has agreed to sell specified Carbon Black products to the County on these favorable terms, which include a 2.2% discount on price.

A significant portion of the Information Technology Security Team's work is responding to information security incidents. This includes the containment and eradication of malware and ransomware. Because a large amount of today's malware bypasses traditional anti-virus solutions, Information Technology Security Staff utilize Carbon Black for visibility into the County's workstations.

Carbon Black is an “endpoint” (workstations, computers, laptops, and other mobile devices) cybersecurity threat detection and response platform that provides Security Operations Centers and Incident Response Teams with access to continuous endpoint recording, customized detection, live response, instantaneous isolation, remediation, and threat banning. Carbon Black makes threats easier to see and stop quickly by empowering security and incident response teams to arm their endpoints more effectively.

The NASPO Master Agreement, which will govern the County’s purchase of Carbon Black tools through CDW-G, contains terms which are non-standard to the County but which are common in the information technology industry. The Director of Information Technology recommends Board approval in order to continue the significant protections that Carbon Black affords to County systems.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed the NASPO Master Agreement and does not approve the following non-standard terms: non-standard cure of breach terms; force majeure provisions; non-standard insurance and indemnification terms; and non-standard warranty and acceptance terms.

FINANCING:

The funds for this service in the amount of \$116,567 have been included in the FY20-21 Adopted Budget for the Information Technology Department, ITD 1930, Budget Unit 8437, Appropriations Unit INF002. Funds for future years will be included in the future fiscal year recommended budgets.


BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The Board’s approval of the recommended agreement will help maintain the security, and therefore the availability, of the County’s information resources and will therefore help all County departments meet all of the Board of Supervisor’s strategic initiatives.

- X Economic Development
- X Administration
- X Health & Human Services
- X Infrastructure
- X Public Safety

Prepared by: Lynnette Beardsall, Management Analyst II, 759-6938

Approved by:

 Date: 7-14-20
Eric A. Chatham, Director of Information Technology, 759-6920

Attachments:

- CDW-Government LLC Quote for the County’s amendment no. 1 purchase
- CDW-Government LLC Original Order Form Executed

National IPA Executive Letter
National IPA Original Agreement
National IPA Amendment No. 1
CDW-Government LLC Software Value-Added Reseller Master NASPO Agreement
Supplement No. 1 to the Software Value-Added Reseller Master NASPO Agreement
CDW- Government LLC NASPO Master Agreement Amendment No. 2
CDW-Government LLC NASPO Master Agreement Amendment No. 3
CDW-Government LLC NASPO Master Agreement Amendment No. 4
CDW-Government LLC NASPO Pricing Form
CDW-Government LLC State of California Participating Addendum
CDW-Government LLC re-seller authorization letter from Carbon Black

Attachments on file with Clerk of the Board