



# Monterey County

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

## Board Report

Legistar File Number: A 20-091

May 05, 2020

Introduced: 4/14/2020

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Authorize the Director of Information Technology, or his designee, to execute a 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, in the amount of \$94,915.80 for the term of July 1, 2020 through June 30, 2021;
- b. 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;
- c. Accept non-standard contract provisions as recommended by the Director of Information Technology; and
- d. 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 a 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, in the amount of \$94,915.80 for the term of July 1, 2020 through June 30, 2021;
- b. 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;
- c. Accept non-standard contract provisions as recommended by the Director of Information Technology; and
- d. 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.

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 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.

Auditor-Controller reviewed the contract and does not approve the following non-standard provisions: charges for late payments; absence of clause stating the Auditor-Controller shall pay the amount within 30 days of receiving the certified invoice.

FINANCING:

The funds for this service in the amount of \$94,915.80 have been included in the FY20-21 Recommended Budget for the Information Technology Department, ITD 1930, Budget Unit 8437, Appropriations Unit INF002.


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: 4/22/20  
Eric A. Chatham, Director of Information Technology, 759-6920

Attachments:

- 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
- CDW-Government LLC Quote for the County's purchase

Attachments on file with Clerk of the Board