



M E M O R A N D U M
COUNTY EXECUTIVE OFFICE
Procurement Services Division
County of Placer

TO: Board of Supervisors DATE: May 28, 2019
FROM: Todd Leopold, County Executive Officer
By: Brett Wood, Purchasing Manager
SUBJECT: Zscaler Annual Licenses and Support

ACTION REQUESTED

Approve the award of competitive Bid No. 100249 to Optiv Security Inc. of Denver, CO in the aggregate amount of \$373,885 for the purchase of Zscaler licenses with three (3) one-year subscription terms for the period of June 1, 2019 through May 31, 2022. Funding is provided by the Information Technology Department in the FY 2018-19 Administrative Services' Final Budget and will be included in the Information Technology Department's future Requested Budgets, resulting in no new net County cost.

Authorize the Purchasing Manager to sign all required documents.

BACKGROUND

The Information Technology Department (Department) is responsible for the security of the County's information assets and systems. The County's network environment has changed in recent years with many applications moving to the cloud (Workday, Office 365, ServiceNow) and as a result, the Department requires a new solution that will protect County resources in the cloud, in addition to on premises.

The County has utilized Blue Coat web proxy appliances since 2009. Zscaler is a cloud based solution that is more flexible and adaptable than our current solution. IT conducted a Proof of Concept from February 14, 2019 through March 25, 2019 and found the product to be superior to our current on premises solution and would bring a more innovative service for County departments. It is easier to administer and less intrusive for customer departments with web-based business processes. Zscaler would replace our existing web proxy solution. This product would apply County policies to users connecting to cloud applications and working on roaming laptops, in addition to users at County workstations.

The Department enlisted the assistance of the Procurement Services Division to develop Invitation for Bid No. 100249 to solicit bids for the purchase of annual Zscaler licenses and support through May 31, 2022. The bid was distributed via the County's Public Purchase system to over 100 potential bidders and was advertised on the County's website. Twenty-five firms accessed the bid documents. Responsive bids were received from Allied Network Solutions of Rocklin, CA, Itech Devices Inc., of Fremont, CA, Optiv Security, Inc. of Pleasanton, CA, Solutions Simplified of Sacramento, CA, and vCloud Tech Inc., of Rolling Hills Estates, CA.

The responses were evaluated in accordance with the terms and conditions of the bid. The bid results show that Optiv Security is the lowest, responsive and responsible firm. The Department has reviewed the evaluation and concurs with the award recommendation. No bid protests were received regarding the award recommendation.

The requested award amount exceeds the Purchasing Manager's authority and requires your Board's approval in accordance with the Procurement Policy. Therefore, your Board's approval is required to proceed with the award of competitive Bid No. 100249 to Optiv Security, Inc. for the purchase of annual Zscaler licenses with three (3) one-year subscription terms support for the period of June 1, 2019 through May 31, 2022 in the aggregate amount of \$373,885 and to authorize the Purchasing Manager to sign the required documents.

FISCAL IMPACT

Funding is provided through the FY 2018-19 Administrative Services' Final Budget and will be included in the Information Technology Department's future Requested Budgets.