



City Council Agenda Item

City Council Meeting Date: August 15, 2023

TO: Dean Albro, City Manager

FROM: Jeffrey S. Collins, Information Technology Manager
j_collins@ci.lompoc.ca.us

SUBJECT: Award of a Contract Purchase Order for Maintenance, Support and Upgrade of Check Point Firewalls

Recommendation:

Staff recommends that the City Council:

Approve the award of a contract purchase order to Novacoast, Inc., for maintenance, support and upgrade of Check Point Infinity firewalls, in an amount not to exceed \$554,000 over four years; and

- 1) Authorize the City Manager to execute the contract; and
- 2) Authorize the Purchasing and Materials Manager to issue a Contract Purchase Order encumbering funds in account number 874CM3-535060 and 874CM3-731290, not to exceed \$554,000 total over four years.

Background:

The City currently uses two Check Point Firewalls as its edge protection from intrusion and Cyber Security threats. Three smaller Check Point Firewalls provide a layer of security between SCADA (supervisory control and data acquisition) systems used by Water, Waste Water, and the Electric Receiving Station and the City network. All five firewalls are currently covered by a software and maintenance contract with Check Point and these service and maintenance agreements need to be updated to current standards.

Discussion:

The City is using two Check Point 5800 series Firewalls as it's edge protection. Those firewalls handle all ingress and egress internet traffic as well as VPN (virtual private network) access and traffic management. The firewalls have multiple software blades that handle individual security such as anti-virus, malware, access control, Sandblast and data protect. The Water, Waste Water and Electric receiving station are using Check Point 1490 Security Appliances to

August 15, 2023

Award of Contract for Firewall Maintenance and Upgrade

Page 2 of 4

secure the City network from the SCADA networks. The SCADA networks are used to monitor and gather data from various devices used for that particular utility. Since the SCADA devices are outside of the City network, it is imperative that precautions are taken to monitor and block malicious traffic from those systems while allowing normal business traffic.

In order to maintain the security of the City network, the software and maintenance of the existing Check Point firewalls needs to be current. Check Point is the only company that provides service on the existing Check Point firewalls. Check Point offers a suite of software called Infinity to address the ever changing threat environment. The Check Point Infinity Total Protection program is a broadest enterprise license contract (ELA) that includes network security hardware and software, fully integrated Cloud and complete workforce protection via an annual subscription. It provides zero-day threat prevention technologies, together with unified management and 24x7 Premium PRO support.

If approved, this purchase shall be made pursuant to Lompoc Municipal Code Section 3.36.040(D) which provides an exception to the competitive bidding process when the purchase is processed through a cooperative purchasing agreement with another public agency whose procurement process is consistent with the City of Lompoc. Novacoast holds a Check Point SLP-22 contract with California Multiple Awards Schedule (CMAS) whereby the most competitive pricing for this particular commodity has been secured by the State of California.

Use of California Multiple Award Schedules (CMAS) for Procurement

Historically, the City has published an Invitation to Bid (Bid) and associated Request for Proposal (RFP) to solicit companies to provide quotes to the City to choose from. With this process, the Bid is published in the Lompoc Record, listed on the City Website, and the RFP is delivered directly to potential bidders who had either bid on similar RFPs in the past or have requested to be on the RFP list. The lowest responsible bid is then awarded and brought to the City Council for action.

However, with the ever growing complexities of governmental procurement and the availability of cooperative procurement options, which allows for "piggybacking" on others' competitively solicited contracts, the City has been able to utilize the services of CMAS. CMAS offers a wide variety of commodity, non-IT Services, and information technology products and services at prices which have been assessed to be fair, reasonable and competitive. The CMAS Program creates a pool of suppliers that an agency can solicit offers from. When utilized correctly, CMAS streamlines the procurement process. This form of procurement differs from the competitive bid process. The use of CMAS is optional and is available to state and local government agencies.

CMAS' competitively solicited cooperative contracts conform with the Lompoc Municipal Code and reduce procurement costs by eliminating much of the process of creating Bid and RFP documents. For the Checkpoint Firewall Maintenance and Replacement, a CMAS procurement is proposed. A copy of the CMAS Infinity ELA quote utilized for this award is included as Attachment 1. The Check Point Infinity Total Protection Agreement is included as Attachment 2.

August 15, 2023

Award of Contract for Firewall Maintenance and Upgrade

Page 3 of 4

Fiscal Impact:

The contract with Check Point provided by their reseller Novacoast will cover 4 years of service as well as hardware replacement in year 2. Novacoast is one of Check Points preferred partners and they have deal registration on Check Point products and services. Deal registration provides them with the highest discount tier than any other Check Point partner.

The contract pricing and components are as follows:

Infinity Total Protection Program Pricing and Allowances:

Pricing:	Year 1	Year 2	Year 3	Year 4	Total
Infinity Total Protection Subscription Price*	\$178,500	\$178,500	\$98,500	\$98,500	\$554,000

Components:	Year 1	Year 2	Year 3	Year 4	Total
Product Allowance**	-	\$175,000	-	-	\$175,000
Harmony Allowance**	\$102,000	\$102,000	\$102,000	\$102,000	\$408,000
Professional Services and Training Allowance**	\$6,000	\$6,000	\$6,000	\$6,000	\$24,000
Cyber Security Learning Credits (CLC)	50	50	50	50	200
Special Benefit: Renewal of NGTX and Direct Premium PRO support for existing User Center 6488485 ****	Included	N/A	N/A	N/A	
Unlimited Software Management	Included				
Next Generation Threat Prevention and SandBlast (NGTX) including 24/7 Direct Premium PRO support across the entire Infinity user center***	Included				

There is no additional fiscal impact to the Communications fund as the cost for Year 1 and Year 2 of the contract is included in the adopted Biennial Budget Fiscal Years 2023-25. Year 3 and Year 4 of the contract will be included in the 2025-27 budget cycle.

Conclusion:

Awarding the CMAS contract will allow the purchase of the Check Point Infinity protection from Novacoast.

Respectfully submitted,

Jeffrey S Collins, Information Technology Manager

APPROVED FOR SUBMITTAL TO THE CITY MANAGER:

Christie Donnelly, Management Services Director

August 15, 2023

Award of Contract for Firewall Maintenance and Upgrade

Page 4 of 4

APPROVED FOR SUBMITTAL TO THE CITY COUNCIL:

Dean Albro, City Manager

- Attachments: 1) Novacoast ELA Quote
2) Check Point Infinity Protection Contract