

City Council – Action Request Form

Date: February 8, 2021

To: Mayor, Mayor Pro Tempore, and Members of the City Council

From: Ben Rowe, Assistant City Manager
Thomas Kureczka, Chief Information Officer

Council Action Requested:
Resolution Approving Contract With NWN Corporation For a Cisco Cyber Security Enterprise Agreement

Strategic Focus Area: Service Excellence
Strategic Objective: Ensure Service Delivery Efficiency and Effectiveness
Strategic Plan Action Item: No
Key Work Item: No



Summary of Information:

In the late 1990s, the City selected the Cisco platform to provide core network infrastructure services to all City owned facilities. In order to protect that network infrastructure, the City has made significant investments in multiple Cisco cyber security solutions that were purchased individually over the years. The Cisco cyber security portfolio includes next-generation firewall, endpoint malware protection, DNS security, multi-factor authentication, and web security and reporting.

Staff recommends consolidating the licensing and support services for those investments into a single Enterprise Agreement that provides 24 x 7 support, flexible license management, predictable budgeting, immediate access to new versions of security products when released at no additional cost, and reduced pricing based on volume and multi-year purchases.

The Information Systems Department, working in conjunction with the Purchasing Department, advertised an Invitation for Bid (IFB) for the purpose of establishing a five year Cyber Security Enterprise Agreement with Cisco, Inc. that is to be billed and paid annually. The following table shows the costs proposed in the two IFB responses that were received:

Committee Action:

Committee	<u>Finance 2/8/2021</u>	Action	<u>Approval</u>
For	<u>Unanimous</u>	Against	<u></u>
Remarks:	<u></u>		

Proposed Costs for Cyber Security Enterprise Agreement

Vendor	Annual Cost	Total 5 Year Cost
NWN Corporation	\$60,638.20	\$303,191.00
Total Communications Inc.	\$69,677.63	\$348,388.16

NWN Corporation (NWN) is the recommended vendor due to the lowest proposed pricing and considerable industry experience. NWN's corporate office is in Waltham, MA, with a local office in Greensboro, NC.

It is recommended that the City enter into a new Enterprise Agreement with Cisco, Inc. to be managed and administered by NWN Corporation for five years from March 1, 2021 through February 28, 2026 at a total cost of \$303,191.00. The agreement will be billed annually at a cost of \$60,638.20. The agreement would allow the City to adjust security software licensing and subscription quantities up or down as needed. Authority would include expanding the agreement to include new equipment and maintenance adjustments as funded through the annual budget process.

M/WBE comment: This project was advertised on the City, State, and HUB websites with 16 businesses notified directly of this opportunity. Notifications were also sent to all local M/WBE and regional HUB businesses.

See Exhibit A for a complete list of businesses that were notified of the bidding opportunity and the low bidder's Workplace Demographics form.