



WASHOE COUNTY

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CM/ACM JOH
Finance DN

DA _____

Risk Mgt. DE

HR N/A

Other N/A

STAFF REPORT

BOARD MEETING DATE: 1/13/2015

DATE: 12/22/2014
TO: Board of County Commissioners
FROM: Tony Kiriluk, IT Manager, Enterprise Infrastructure
Washoe County Technology Services Department,
775-858-5985, tkiriluk@washoecounty.us
SUBJECT: Approve purchase of a three year license for Intel Security's McAfee Complete End Point Enterprise Suite and Content Security Suite from the lowest responsible reseller, CDW-G, at a cost of [\$243,047.90]. (All Commission Districts).

SUMMARY

Technology Services recommends approval of a three-year license with Intel Security for their McAfee Complete End Point Enterprise Suite and their McAfee Content Security Suite from the lowest responsible reseller, CDW-G, at a cost of [\$243,047.90]. This purchase would continue the licensing for the current County McAfee Suite, with additional added features, as well as add the Content Security Suite, replacing two current software packages from separate vendors.

Washoe County standardized with McAfee security products in 1998, and has regularly renewed and expanded McAfee licensing since that time. Since 2006, the County has purchased multi-year licenses in order to obtain even steeper licensing discounts. Competitive quotes were obtained both by personal contact to known resellers, as well as by advertising a Request For Quotes on the County's Purchasing site, with CDW-G providing the lowest price for this purchase.

Washoe County Strategic Objective supported by this item: Achieving Long Term Financial Sustainability

PREVIOUS ACTION

Prior to December 2000, Washoe purchased small batches of McAfee licenses as personal computers and servers were increasing at the County. January 9, 2001, the Board of County Commissioners approved the Purchasing and Contracts Administrator to enter into purchasing agreements over \$25,000 to Dell

AGENDA ITEM # 10

Marketing L.P, on behalf of the Information Technology Department, some of which included a long-term maintenance contract with McAfee that provided daily updates, 24-hour technical assistance and 2000 permanent McAfee's Total Virus Defense Suite licenses.

December 19, 2006 (06-1387), the Board of County Commissioners approved the purchase of a four-year renewal and upgrade of McAfee Security software via the Total Protection for Enterprise Advanced suite and purchase of additional client licensing from CDW Government, Inc., at a cost of \$174,480.

January 11, 2011 the Board of County Commissioners approved the purchase of a four year renewal and upgrade of McAfee Security software via the McAfee End Point Protection Advanced Suite at a cost of \$126,562.

BACKGROUND

The complexity and sophistication of security threats to County computer systems has grown exponentially over the years, with cyber terrorists and criminals worldwide regularly attacking computer systems through internet connections and via email and web data. Government sites are at particular risk of targeting by these dangerous elements. In 1998, after a major infection by a malicious Email virus, Washoe County made the initial investment in McAfee products in order to better protect county systems from rapidly replicating viruses. This investment has been continued with ongoing upgrades and revisions to match the changing nature of the security threats. These types of security products have become known in the industry as "End Point Security".

By 2006, with the necessity of constant daily updates and the need for regular monitoring of all systems, Washoe County upgraded to the McAfee Total Protection Advanced Suite, which included licensing for E-Policy Orchestrator, a central management tool allowing system administrators to control and track daily updates, retrieve security activity logs and extend security through the shared central management of an entire suite of McAfee branded security products. Every product McAfee manufactures is designed to be managed by this consolidated tool; and solutions which McAfee purchases are regularly modified so that they too are able to be managed by this central software. The efficiency of this single point of administration has allowed the small County cyber-security team to successfully provide an outstanding level of security to the ever growing number of connected devices that Washoe County utilizes. In 2010, after the last County renewal, Intel bought McAfee and created a new subdivision known as Intel Security. This merger led to many innovative features available in the McAfee product suites.

At the beginning of 2014, the Enterprise Infrastructure Division, in anticipation of the current renewal, fully reviewed the leading End Point Security vendors. Solutions were evaluated from Intel/McAfee, Symantec, Kaspersky, Sophos, Trend Micro and Microsoft. This evaluation determined that the only current vendor that is competitive with McAfee for central management features was Symantec. Further testing and discussions with Symantec showed there were absolutely no technological advantages to the Symantec product. There were Intel/McAfee features which Symantec was unable to match; the most important being "Deep Defender", a unique Intel/McAfee security product which scans for security issues at a base hardware level, before the operating system loads. This

product allows for unprecedented protection against difficult modern security threats such as “root kit infections”.

Further review of the current Intel/McAfee solutions found that there were two County security systems that were currently in use from other vendors which could be more efficiently managed via available solutions from Intel/McAfee. Those products are used for County Web Proxy services and for Email Encryption. These products are categorized under the industry term “Content Security”. The current quote from CDW-G includes licensing of these products through Intel/McAfee for the next three years.

Quotes for this licensing were received from CDW-G, Future Com, Zones, Dell, SHI, and Flawless Communications. Quotes were received for both a one year license and for a three year license. Due to the additional discounting available for a multi-year renewal, the three year quote from CDW-G saves the County [\$101,974] for the three year term.

FISCAL IMPACT

[\$243,047.90] of Software Maintenance funds are available for this purchase in Technology Services Administration C108100-710210.

RECOMMENDATION

It is recommended that the Board approve purchase of a three year license for Intel Security’s McAfee Complete End Point Enterprise Suite and Content Security Suite from the lowest responsible reseller, CDW-G, at a cost of [\$243,047.90].

POSSIBLE MOTION

Should the Board agree with staff’s recommendation, a possible motion would be, “Move to approve purchase of a three year license for Intel Security’s McAfee Complete End Point Enterprise Suite and Content Security Suite from the lowest responsible reseller, CDW-G, at a cost of [\$243,047.90].”