

F. Purchase of Cybersecurity Operations Center License, from CDW Government

Recommendation:

1. Authorize the purchase of Cybersecurity Operation Center license from CDW Government, Agreement No. 2024-149, for an amount not to exceed \$145,816 with a contingency amount of \$21,872 for a total agreement authorization of \$167,688; and
2. Authorize City Manager to execute future amendments, documents and Change Orders associated with this license up to the total not to exceed amount.



Camarillo City Council

AGENDA REPORT

Date: July 10, 2024

To: Honorable Mayor and City Councilmembers

From: Greg Ramirez, City Manager

Submitted by: Mitchell Cameron, Director of Administrative Services/Chief Innovation Officer

Subject: Purchase of Cybersecurity Operations Center License, from CDW Government

BACKGROUND

The City's cybersecurity systems have been continuously improved with new threat detection and remediation technologies. Our network is presently monitored by the Sophos Managed Detection and Response (MDR) solution, which will expire on September 22, 2024. To enhance our cybersecurity posture, we propose transitioning to a more comprehensive solution provided by Arctic Wolf purchased through CDW Government (CDW-G). This transition aligns with the upcoming refresh of all City computers, which includes new laptops and docking stations, scheduled to begin in the first quarter of FY2024/25.

DISCUSSION

With the increasing sophistication of cyber threats, it is crucial for the City to adopt a robust and proactive cybersecurity strategy. Cybersecurity has been a key area of focus to ensure our systems are protected against evolving threats. The Arctic Wolf solution offers several significant improvements over our current system, addressing the need for comprehensive protection and rapid response capabilities. Key features include:

MDR: 24/7 monitoring of the City's networks, endpoints, and cloud environments to detect, respond to, and recover from cyber-attacks.

Managed Risk: Continuous discovery, assessment, and mitigation of digital risks across all City environments.

Monthly Vulnerability Scans: Regular scans to identify and address vulnerabilities, a feature not provided by our current vendor.

Support: Increased monitoring capacity with cybersecurity personnel dedicated to improving our cybersecurity posture.

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Utilizing the Sourcewell Cooperative contract 121923 with CDW-G for the Arctic Wolf solution includes MDR and Managed Risk services at an annual cost of \$46,254 for a three-year term, totaling \$145,816, as the agreement includes a negotiated 5% renewal increase. Staff requests a \$21,872 contingency for a total not to exceed amount of \$167,688.

Year	Amount
Year 1	\$46,254
Year 2	\$48,567
Year 3	\$50,995
Subtotal	\$145,816
15% Taxes and Contingency	\$21,872
Total Agreement with Contingency	\$167,688

This upgrade is a vital step in protecting our digital infrastructure and ensuring the continued safety and security of our operations. Furthermore, our cybersecurity strategy will be a key component of the technology modernization plan, which we will be developing and reviewing over the next year to ensure comprehensive protection and future readiness.

FISCAL IMPACT

Funds for the purchase of cybersecurity operation center license are included in the Administrative Services, Information Systems Fund, Administration budget, Account No. 530-5330-453.32-01.

RECOMMENDATION

1. Authorize the purchase of Cybersecurity Operation Center license from CDW Government, Agreement No. 2024-149, for an amount not to exceed \$145,816 with a contingency amount of \$21,872 for a total agreement authorization of \$167,688.
2. Authorize City Manager to execute future amendments, documents and Change Orders associated with this license up to the total not to exceed amount.

ATTACHMENTS

1. CDW-G Quote NXXD088[68] – Agreement No. 2024-149

REFERENCE MATERIALS – None



Thank you for choosing CDW. We have received your quote.

Hardware

Software

Services

IT Solutions

Brands

Research Hub

QUOTE CONFIRMATION

MITCHELL CAMERON,

Thank you for considering CDW•G for your technology needs. The details of your quote are below. **If you are an eProcurement or single sign on customer, please log into your system to access the CDW site.** You can search for your quote to retrieve and transfer back into your system for processing.

For all other customers, click below to convert your quote to an order.

This quote is subject to CDW's Third Party Cloud Services Order Form Terms and Conditions set forth at <https://www.cdwg.com/content/cdwg/en/terms-conditions/third-party-cloud-services-order-form-terms-and-conditions-.html>

Convert Quote to Order

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
NXXD088	6/25/2024	NXXD088	0642661	\$46,254.06

IMPORTANT - PLEASE READ

Special Instructions: This quote is for 3 years, with a 5% increase in price every year.

QUOTE DETAILS

ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
ARCTIC WOLF MDR LOG RETENTION LIC 1Y Mfg. Part#: AW-MDR-1YR Electronic distribution - NO MEDIA Contract: Sourcewell 121923-Software (121923)	279	6124471	\$7.07	\$1,972.53
Arctic Wolf 200 Series Sensor Mfg. Part#: AW-MDR-2XX-S-10G Electronic distribution - NO MEDIA Contract: Sourcewell 121923-Software (121923)	3	6063521	\$1,999.92	\$5,999.76
Arctic Wolf Managed Detection and Response - subscription license - 1 senso Mfg. Part#: AW-MDR-2XX-S Electronic distribution - NO MEDIA Contract: Sourcewell 121923-Software (121923)	1	5745583	\$1,682.78	\$1,682.78
Arctic Wolf Managed Detection and Response for Office 365 - subscription li Mfg. Part#: AW-MDR-O365 Electronic distribution - NO MEDIA Contract: Sourcewell 121923-Software (121923)	223	5744235	\$11.47	\$2,557.81
ARCTIC WOLF PLUS USER GOLD LIC Mfg. Part#: AW-PLUS-USER-GOLD Electronic distribution - NO MEDIA Contract: Sourcewell 121923-Software (121923)	250	7977854	\$109.98	\$27,495.00

QUOTE DETAILS (CONT.)				
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ARCTIC WOLF PLUS SVR GOLD LIC	29	7979568	\$225.73	\$6,546.17
Mfg. Part#: AW-PLUS-SERVER-GOLD				
Electronic distribution - NO MEDIA				
Contract: Sourcewell 121923-Software (121923)				
Arctic Wolf Platform - Base License - 1 license	1	7040196	\$0.00	\$0.00
Mfg. Part#: AW-PLATFORM-BASE				
Electronic distribution - NO MEDIA				
Contract: Sourcewell 121923-Software (121923)				
ARCTIC WOLF SEC OPS	1	7967340	\$0.01	\$0.01
Mfg. Part#: AW-WARRANTY-1000				
Electronic distribution - NO MEDIA				
Contract: Sourcewell 121923-Software (121923)				
ARCTIC WOLF ONBOARDING SVC	1	7969163	\$0.00	\$0.00
Mfg. Part#: AW-OB				
Electronic distribution - NO MEDIA				
Contract: Sourcewell 121923-CDWG Tech Catalog (121923)				
ARCTIC WOLF IR JUMPSTART RETAINER	1	7251118	\$0.00	\$0.00
Mfg. Part#: AW-IR-JSR				
Electronic distribution - NO MEDIA				
Contract: Sourcewell 121923-CDWG Tech Catalog (121923)				

These services are considered Third Party Services, and this purchase is subject to CDW’s [Third Party Cloud Services Terms and Conditions](#), unless you have a written agreement with CDW covering your purchase of products and services, in which case this purchase is subject to such other written agreement.

The third-party Service Provider will provide these services directly to you pursuant to the Service Provider’s standard terms and conditions or such other terms as agreed upon directly between you and the Service Provider. The Service Provider, not CDW, will be responsible to you for delivery and performance of these services. Except as otherwise set forth in the Service Provider’s agreement, these services are non-cancellable, and all fees are non-refundable.

SUBTOTAL	\$46,254.06
SHIPPING	\$0.00
SALES TAX	\$0.00
GRAND TOTAL	\$46,254.06

PURCHASER BILLING INFO	DELIVER TO
Billing Address: CITY OF CAMARILLO ACCTS PAYABLE 601 CARMEN DR CAMARILLO, CA 93010-6091 Phone: (805) 388-5313 Payment Terms: Net 30 Days-Govt State/Local	Shipping Address: CITY OF CAMARILLO MATT BARR 601 CARMEN DR CAMARILLO, CA 93010-6091 Phone: (805) 388-5313 Shipping Method: ELECTRONIC DISTRIBUTION
Please remit payments to:	
CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515	



Sales Contact Info

Sofia Pavon | (877) 427-5614 | sofia.pavon@cdwg.com

LEASE OPTIONS			
FMV TOTAL	FMV LEASE OPTION	BO TOTAL	BO LEASE OPTION
\$46,254.06	\$1,336.74/Month	\$46,254.06	\$1,525.92/Month

Monthly payment based on 36 month lease. Other terms and options are available. Contact your Account Manager for details. Payment quoted is subject to change.

Why finance?

- Lower Upfront Costs. Get the products you need without impacting cash flow. Preserve your working capital and existing credit line.
- Flexible Payment Terms. 100% financing with no money down, payment deferrals and payment schedules that match your company's business cycles.
- Predictable, Low Monthly Payments. Pay over time. Lease payments are fixed and can be tailored to your budget levels or revenue streams.
- Technology Refresh. Keep current technology with minimal financial impact or risk. Add-on or upgrade during the lease term and choose to return or purchase the equipment at end of lease.
- Bundle Costs. You can combine hardware, software, and services into a single transaction and pay for your software licenses over time! We know your challenges and understand the need for flexibility.

General Terms and Conditions:

This quote is not legally binding and is for discussion purposes only. The rates are estimate only and are based on a collection of industry data from numerous sources. All rates and financial quotes are subject to final review, approval, and documentation by our leasing partners. Payments above exclude all applicable taxes. Financing is subject to credit approval and review of final equipment and services configuration. Fair Market Value leases are structured with the assumption that the equipment has a residual value at the end of the lease term.

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Support



Call 800.800.4239

Apple Terms and Conditions

Customer's use of iCloud, the Products or either of their incumbent software or functionality is subject to compliance with all end user licenses agreements ("EULAs"), Product terms and conditions, and iCloud terms and conditions (available at www.apple.com/legal/internet-services/icloud/en/terms.html) and any other terms and conditions provided by Apple. Customer shall not use the Products, iCloud Storage APIs and iCloud service, or any component or function thereof, (i) to create, receive, maintain, or transmit protected health information (as defined at 45 C.F.R § 160.103); or (ii) in any manner that would make Apple or any other third-party distributor, supplier, or provider of those technologies a business associate, as defined under the Health Insurance Portability and Accountability Act of 1996 ("HIPAA") at 45 C.F.R. § 160.103, of the Reseller or any third party. If Customer is purchasing AppleCare, Customer agrees to the following terms and conditions: (i) Service Plan Terms and Conditions. Customer agrees to the Service Plan Terms and Conditions available at www.apple.com/legal/sales-support/applecare/os-reseller-support/; (ii) Customer Responsibilities. Customer must be actively enrolled in AppleCare for Enterprise in order to purchase a Support Incident and receive Support Services thereunder. Customer will cooperate with Reseller when seeking Support Services by providing information necessary to assist Reseller in diagnosing an issue. Customer is responsible for any and all restoration or reconstruction of lost or altered files, data or programs. Customer will maintain and implement a complete data backup and disaster recovery plan. Customer is solely responsible for any and all

security of confidential, proprietary or classified information of Customer and any third parties whose data Customer possesses or processes. Customer will not disclose to Reseller confidential, proprietary or any information that is subject to intellectual property rights that may expose Reseller to liability; and (iii) Data Protection. Customer agrees and understands that it is necessary for Reseller to collect, process and use Customer data in order to perform the service and support obligations under the Support Incident. This may include transferring Customer data to affiliated companies, service providers, and/or Apple.

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This order is subject to CDW's Terms and Conditions of Sales and Service Projects at

<http://www.cdwg.com/content/terms-conditions/product-sales.aspx>

For more information, contact a CDW account manager.

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