



DEPARTMENT OF

# INFORMATION SERVICES AND TECHNOLOGY

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INTERIM  
CHIEF INFORMATION OFFICER

January 9, 2018

Marin County Board of Supervisors  
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**SUBJECT:** Department of Information Services and Technology requests approval of a new five-year lease for \$105,000 annually with Insight Public Sector, for Cisco firewalls and AMP endpoint security solutions.

Dear Supervisors:

**RECOMMENDATION:** Approve the Single Source Purchase of Firewalls and Endpoint Security Solutions from Cisco and authorize the Director of Information Services and Technology to execute the contract.

**SUMMARY:**

There have been notable cybersecurity incidents in 2017 such as the WannaCry, Petya, and NotPetya Ransomware attacks, the WikiLeaks Vault 7 leak of CIA hacking tools, and the Equifax data breach. County IST is making every effort to protect its data, systems, and end users from cyber threats. Without the proper technical protections in place, the risk of data loss and disruption of public service is high.

With the County Firewalls, VPN, and Antivirus systems approaching end of vendor support, IST tested multiple replacement options. IST is confident that an integrated suite of security solutions by Cisco is the best solution for the County. This solution offers:

- Proven technology to defend against advanced malware attacks
- Advanced correlation of data, provides improved visibility into network activity
- Automation, analytics, and forensic capabilities built in
- Single pane of glass for management
- Single point of contact for support
- Cost savings of \$447,995

Implementing these modern technologies will give IST staff the tools they need to help protect County data from unauthorized access.

**FISCAL/STAFFING IMPACT:**

The funds for these systems are included in the FY 2017-2018 budget (IST 10034111). Annual lease payments will be made for five years. No changes to the IST department's F.T.E. staffing allocation.

**ALTERNATIVE TO RECOMMENDED ACTION(S):**

None

**REVIEWED BY:**      *(These boxes must be checked)*

- |   |   |
|---|---|
| <input checked="" type="checkbox"/> Department of Finance | <input type="checkbox"/> N/A            |
| <input checked="" type="checkbox"/> County Counsel        | <input type="checkbox"/> N/A            |
| <input type="checkbox"/> Human Resources                  | <input checked="" type="checkbox"/> N/A |

**SIGNATURE:**



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