



# County of Fresno

Hall of Records, Rm. 301  
2281 Tulare Street  
Fresno, California  
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## Legislation Text

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**File #:** 18-1452, **Version:** 1

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**DATE:** December 11, 2018

**TO:** Board of Supervisors

**SUBMITTED BY:** Robert W. Bash, Director of Internal Services/Chief Information Officer

**SUBJECT:** Agreement with BeyondTrust Software, Inc.

**RECOMMENDED ACTION(S):**

**Approve and authorize the Chairman to execute an Agreement with BeyondTrust Software, Inc. for a privileged access management solution, effective upon execution, not to exceed five consecutive years, which includes a three-year base contract and two optional one-year extensions, total not to exceed \$450,000.**

The recommended action approves and authorizes award of the agreement to BeyondTrust Software, Inc. to provide endpoint licensing, implementation, professional services, training, and maintenance of a privileged access management system to enhance the County's network security. This item is countywide.

**ALTERNATIVE ACTION(S):**

Should your Board choose not to approve the recommended action, staff would continue to seek an alternative privileged access management (PAM) solution.

**FISCAL IMPACT:**

There is no increase in Net County Cost associated with the recommended action. Initial costs for licenses, professional services, first year maintenance, and training total \$300,771, which is included within the FY 2018 -19 Adopted Budget for the Internal Services Department-Information Technology Org 8905. Costs for the additional years will be included in subsequent recommended budgets.

**DISCUSSION:**

The Internal Services Department-Information Technology Division (ISD-IT) has been seeking a privileged access management (PAM) solution to prevent the threat of breaches to the County's network, to which multiple vendors have access.

ISD-IT currently monitors vendor/user access to the County's network via an "appointment" process, restricting the vendor to the County's standard operation hours and consuming server resources. Approval of the recommended action will allow ISD-IT to monitor vendor/user access to the County's network through session management and recording features that will provide real-time logging and auditing. Other standard features include password vaulting, API access, and threat analytics.

The County of Fresno Purchasing Manual stipulates that services may be procured when they have been competitively bid by another agency with like requirements. With concurrence of the County of Fresno's Internal Services Department - Purchasing and County Counsel, ISD-IT is requesting to procure the PAM solution, which was competitively bid by the County of Sacramento on April 14, 2016. The County of

Sacramento received responses from seven vendors: Optiv Security, Inc.; Novacoast Inc.; Arisant LLC; Carahsoft Technology Corporation; Ian Wagemann; Semeio Solutions; and The iFISH Group. The County of Sacramento evaluated the bids received based on written responses, demonstrations, and cost. On October 11, 2016, the County of Sacramento awarded the contract to Optiv Security, Inc. as the third-party reseller for BeyondTrust Software, Inc.

The recommended Agreement deviates from the County's new standard contract language for Commercial General Liability in that it excludes damages for special, indirect, punitive or consequential damages, which includes loss of revenue, profits, or content. It also limits the contractor's liability for damages, excluding the indemnification and confidentiality obligations to two times the fees paid by the County in the previous 12 months. Staff and County Counsel are comfortable that even with these changes, the County's interests are adequately protected.

The recommended action approves and authorizes award of the agreement to BeyondTrust Software, Inc. for a three-year base contract and two optional one-year extensions, total not to exceed \$450,000.

ATTACHMENTS INCLUDED AND/OR ON FILE:

On file with Clerk - Agreement

CAO ANALYST:

Yussel Zalapa