



ALAMEDA COUNTY INFORMATION TECHNOLOGY DEPARTMENT

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TIM DUPUIS
CHIEF INFORMATION OFFICER

June 11, 2025

Honorable Board of Supervisors
County of Alameda
1221 Oak Street, Suite 536
Oakland, California 94612-4305

SUBJECT: APPROVE A STANDARD SERVICE AGREEMENT (PROCUREMENT CONTRACT NO. 29090) WITH DIGITALSCEPTER FOR PALO ALTO NEXT-GENERATION FIREWALL LICENSES, FOR THE TERM OF 7/4/2025 – 8/20/2026, IN THE AMOUNT OF \$449,000

Dear Board Members:

RECOMMENDATIONS:

Approve the following recommendations:

- A. Approve a Standard Service Agreement (Procurement Contract No. 29090 with Digital Scepter (Principal: Jon Robinson; Location: St. Murieta) to provide software licensing for Palo Alto next-generation firewall to the Alameda County Information Technology Department (ITD), for the term of 7/4/25 - 8/20/26, in the amount of \$449,000; and
- B. Delegate authority to the Chief Information Officer (CIO), or designee, to negotiate and execute the Standard Service Agreement, subject to review and approval as to form by County Counsel and submit a copy to the Clerk of the Board for filing.

DISCUSSION/SUMMARY:

In 2018, ITD worked with the General Services Agency (GSA) to develop a request for proposal (RFP) for a next-generation network security (firewall) platform; firewalls are the first line of defense against Internet-based threats and unauthorized access to the County systems. GSA received eight responses to the RFP; the County Selection Committee (CSC) reviewed and scored the responses. Digital Scepter Corporation, a non-local vendor, was the highest-scoring qualified bidder. On May 9, 2019, your Board approved (Item No. 36) a three-year contract, with the option of two, one-year extensions with Digital Scepter for "Palo Alto next-generation firewall" licenses. The contract and extensions provided firewall licenses from June 2019 through July 2024. On August 6, 2024 (Item #73) your Board approved a one-year Standard Services Agreement to continue services.

The action before your Board is to approve a one-year Standard Services Agreement with Digital Specter for “Palo Alto next-generation firewall” licenses. The standard services agreement will provide continued network protection while ITD works with GSA-Procurement to complete a new competitive process.

In the interest of ensuring continuity and uninterrupted service of the Palo Alto firewalls, it is requested that your Board delegate signing authority to the Chief Information Officer.

SELECTION CRITERIA AND PROCESS:

In 2025, ITD did an independent Cost Estimate for a one-year contract for the Palo Alto software licenses; Digital Scepter was selected as the vendor. On May 12, 2025, GSA issued a Finding of Non-Competition Sole Source No. 10921, under section V. Approved Exceptions to the County Competitive Procurement Policy – Item A. Computer Software License Renewals. Per the General Services Agency, the SLEB Waiver has been waived due to a software license exemption.

FINANCING:

Appropriations for this contract are included in ITD’s FY 25-26 Approved Budget. No additional appropriations are required and there will be no increase in net County Cost.

VISION 2036 GOAL:

The provision of meets the 10X goal of **Accessible and Integrated Infrastructure** in support of our shared vision of a **Thriving and Resilient Population**.

Sincerely,

DocuSigned by:

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Tim Dupuis
CIO