



CITY OF LONG BEACH

R-15

DEPARTMENT OF TECHNOLOGY SERVICES

333 WEST OCEAN BOULEVARD • LONG BEACH, CA 90802 • (562) 570-6455 • FAX (562) 570-5270

August 12, 2014

HONORABLE MAYOR AND CITY COUNCIL
City of Long Beach
California

RECOMMENDATION:

Adopt Specifications No. RFP TS-14-042 and award a contract to Shewak & Lajwanti International, Inc., dba S&L International, of Pasadena, CA, for an internet security solution upgrade in a total amount not to exceed \$280,000 for a period of three years. (Citywide)

DISCUSSION

City Council approval is requested to enter into an annual contract with S&L International, Inc., for the purchase of a Websense internet security solution upgrade. The contract is for the one-time purchase of hardware, software and implementation services, as well as ongoing software licensing and support for three years.

Websense is a leader in the computer security software industry. It is used by businesses and government institutions to protect their networks from cybercrime, malware, and data theft from external hackers, as well as to prevent internal users from viewing inappropriate content on non-business-related websites. The Technology Services Department (TSD) has used Websense technologies for a number of years as an important part of the security environment and has performed significant work to incorporate our rules into the existing system.

Due to increasingly rich web content and progressively more applications moving to the cloud, TSD has recently expanded the City's internet bandwidth capacity by tenfold (to 1 gigabit) to accommodate the greater demand. The growing reliance on the internet, coupled with the heightened level of cyber threats has necessitated the need for the City to implement a more robust web security solution. Over the past several months, TSD staff has evaluated alternative security products and determined that upgrading the existing Websense solution would be the most cost effective option for the City. The upgrade will help to protect us against the rising potential of online attacks that result in network disruptions and data loss.

A Request for Proposals (RFP) was issued on April 17 2014, and 1,418 potential proposers specializing in technology hardware, software and services were notified of the bid opportunity. Of those potential proposers, 14 downloaded the RFP via our electronic bid system. The RFP document was made available from the Purchasing Division, located on the seventh floor of City Hall, and the Division's website at: www.longbeach.gov/purchasing. An RFP announcement was also included in the Purchasing Division's weekly update of Open Bid Opportunities, which is sent to 30 local, minority and women-owned business groups. One proposal was received on May 28, 2014. S&L International, Inc. of Pasadena, CA (MBE and SBE), was determined to be responsive and responsible.

Local Business Outreach

In an effort to align with our outreach goal, Long Beach businesses are encouraged to submit proposals for City contracts. The Purchasing Division also assists businesses with registering on the Bids Online database to download RFP specifications. Through outreach, 112 Long Beach vendors were notified to submit proposals, of which four downloaded; however, none submitted a proposal. The Purchasing Division is committed to continuing to perform outreach to local vendors to expand the bidder pool.

This matter was reviewed by Deputy City Attorney Kendra Carney on July 17, 2014 and by Budget Management Officer Victoria Bell on July 28, 2014.

TIMING CONSIDERATIONS

City Council approval of the award is requested on August 12, 2014 to ensure the internet security solution upgrade will be implemented in a timely matter.

FISCAL IMPACT

The first year cost will be \$70,126 to purchase the hardware and software for the upgrade and \$52,650 for implementation professional services, for a total of \$122,766. In years two and three, the annual cost is estimated at \$77,688 for ongoing licensing fees and vendor support. In total, the amount would not exceed \$280,000 over the three-year contract term. Sufficient funds are budgeted in the General Services Fund (IS 385) in the Technology Services Department (TS). Costs are recovered from client departments and are budgeted in the annual TS MOU. There is no local job impact associated with this recommendation.

SUGGESTED ACTION:

Approve recommendation.

HONORABLE MAYOR AND CITY COUNCIL

August 12, 2014

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Respectfully submitted,



CURTIS TANI
DIRECTOR OF TECHNOLOGY SERVICES



JOHN GROSS
DIRECTOR OF FINANCIAL MANAGEMENT

APPROVED:



PATRICK H. WEST
CITY MANAGER