



Office of the City Manager

CONSENT CALENDAR
September 13, 2022

To: Honorable Mayor and Members of the City Council
From: Dee Williams-Ridley, City Manager
Submitted by: LaTanya Bellow, Acting Director, Information Technology
Subject: AHEAD, Inc: Using the California Department of General Services' (DGS) Software Licensing Program (SLP) for Software License Purchases

RECOMMENDATION

Adopt a Resolution authorizing the City Manager to increase spending authority with AHEAD, Inc. ("AHEAD") for the purchase of Varonis software licenses and professional services, utilizing pricing and contracts, amendments, and extensions from the California Department of General Services (DGS) Software Licensing Program (SLP) increasing the amount by \$71,481 for a total amount not-to-exceed \$236,305, and the period beginning September 29, 2022 through September 28, 2023.

FISCAL IMPACTS OF RECOMMENDATION

Funding for the Varonis software add-on and professional services in the amount of \$71,481.00 is available in the Department of Information Technology's FY 2023 Cost Allocation

\$50,304	FY 2023: Cyber Security Budget Code: 680-35-363-384-6005-000-472-613130- (IT Cost Allocation, IT Department)
\$21,177	FY 2023: Cyber Security Professional Services Budget Code: 680-35-363-382-0000-000-472-612990- (IT Cost Allocation, IT Department, Professional Services)

\$71,481 Total FY 2023: Good and Services

CURRENT SITUATION AND ITS EFFECTS

The purpose of the Data Safety Program is to protect the City of Berkeley's information and access to information, using an enterprise standard across all city systems. Varonis is a crucial component in this security effort. The Data Safety Program is designed to support the Digital Strategic Plan and the City's Strategic Plan goal of advancing our City's strategic goal to provide state-of-the-art, well-maintained infrastructure, amenities, and facilities.

The City initially used Varonis to complete a data risk technical assessment, and subsequently purchased Varonis for its on-premise and Microsoft Office 365 resources. The add-on licenses and professional services are being purchased under the attached resolution support the City's Data Safety Program under the SLP vehicle.

The City of Berkeley participates in a cooperative purchasing agreement established by the California Department of General Services (DGS)' called the Software License Program (SLP). Established in January 1994, the SLP negotiates major software discounts with publishers and passes those discounts onto the State. The State establishes contracts with resellers based on these negotiations, which local agencies within the State of California can utilize. The City of Berkeley has engaged AHEAD as a reseller for the Varonis software under SLP contract number SLP-19-70-0151s. Additional software, and other goods and services related to the City's Data Safety Program, are also available on this SLP contract with AHEAD.

BACKGROUND

The procurement and implementation of Varonis in 2021 provided City of Berkeley (COB) visibility into how the City is handling and protecting the data we touch on a daily basis. The City of Berkeley now seeks to add automated remediation to matters we are discovering.

ENVIRONMENTAL SUSTAINABILITY AND CLIMATE IMPACTS

A universal, secure, and reliable set of safeguards allows for increased collaboration between City staff from anywhere at any time without the need for paper copies printed-off and taken into the field or to home offices. It also provides protection to the information on existing internal and Cloud-based infrastructure that supports the City's online services, reducing greenhouse gas emissions used to travel between City facilities.

RATIONALE FOR RECOMMENDATION

The IT department has selected two new modules within Varonis to offer full visibility to alerts for all department heads and empower them and their designated staff to review and manage access controls for their staff. This procurement of software and professional services will enable all the departments and the IT department to proactively respond to alerts and lower the operational risks at a significantly lower cost in human resources.

The Varonis modules that we currently have provide visibility into in the way sensitive data (such as privacy data) is being handled on a daily basis. The additional modules and professional services covered within this staff report will (a) clean up and prepare existing permissions so that (b) the automatic remediation enabled by these modules will be most effective. These new modules also (c) offer City department heads the ability to administer who has access to their data in keeping with their role within the Data Safety Program.

Without these additional modules, the full potential of the Varonis will not be realized. In fact, remediation will remain manual and tedious.

ALTERNATIVE ACTIONS CONSIDERED

The IT department considered using and leveraging/extending existing technology platforms. However, these tools do not offer the capability to automate remediation, and provide the self-service portal needed for department heads and their staff.

From a cost comparison, the 3-year total cost of ownership (TCO) for Varonis and the initial set up professional services is less than similar enterprise license from existing tools.

The IT department also estimated the level of effort (LOE) and resource requirements for manual remediation, and existing platforms will be significantly more expensive (in staff hours) than the procurement and implementation cost of these additional modules for Varonis.

CONTACT PERSON

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Attachments:

1: Resolution

RESOLUTION NO. ##,###-N.S.

AHEAD: USING THE CALIFORNIA DEPARTMENT OF GENERAL SERVICES' (DGS) SOFTWARE LICENSING PROGRAM (SLP) FOR SOFTWARE LICENSE PURCHASES

WHEREAS, the purpose of the Data Safety Program is to protect the City of Berkeley's information and access to information, using an enterprise standard across all city systems, and is designed to support the Digital Strategic Plan and the City's Strategic Plan goal of advancing our City's strategic goal to provide state-of-the-art, well-maintained infrastructure, amenities, and facilities; and

WHEREAS, the City of Berkeley participates in a cooperative purchasing agreement established by the California Department of General Services (DGS)' called the Software License Program (SLP) that negotiates software discounts that are passed down to local agencies through a cooperative contract and software reseller; and

WHEREAS, the City of Berkeley has engaged AHEAD as a reseller for the Varonis software under SLP contract number SLP-19-70-0151s, and has the opportunity to purchase additional software, and other goods related to the City's Data Safety Program; and

WHEREAS, funding for purchases with AHEAD are funded by the IT Cost Allocation Fund (Fund 680), and citywide purchases will be made as needed by other available funding.

NOW THEREFORE, BE IT RESOLVED by the Council of the City of Berkeley that the City Manager is authorized to increase spending authority with AHEAD for the purchase of professional services and software, and other goods related to the City's Data Safety Program, utilizing pricing and contracts, amendments, and extensions from the California Department of General Services (DGS) Software Licensing Program (SLP) increasing the amount by \$71,481 for an amount not-to-exceed \$236,305, and the period beginning September 29, 2022 through September 28, 2023.