



Information and General Services Agency

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Information Systems
Geographic Information Systems
Facilities Management

Emergency Services
Central Services
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Library

NEVADA COUNTY BOARD OF SUPERVISORS

Board Agenda Memo

MEETING DATE: July 8, 2025

TO: Board of Supervisors

FROM: Landon Beard, Chief Information Officer

SUBJECT: Resolution authorizing the purchase of two capital assets, firewall hardware, and amending the FY 2025/26 Information Systems Budget for the total purchase, installation, and staff time cost of \$512,466.59 (4/5 affirmative vote required)

RECOMMENDATION: Adopt the Resolution

FUNDING: This purchase is proposed to be paid for by a release of Infrastructure Technology Assignment in the fund balance of the General Fund. A budget amendment is included to increase the Fiscal Year 2025-26 Information Systems budget for the capital asset purchase and associated installation, license and maintenance costs.

BACKGROUND: Information Systems is responsible for safeguarding the County's information systems and digital assets and providing Internet access for all staff and systems. The firewalls, arranged in a redundant pair of devices, is the first-line-of-defense against unwanted and malicious traffic that could impede the county's ability to communicate electronically to our community and with other agencies in the performance of our duties. The firewall is also the primary connection point for remote workers who need to interact with systems located in the county data center.

The firewalls currently in place for the County were last upgraded in 2020 and have served well. These units are now near end of their support agreements and procurement of replacements is required to ensure appropriate transition periods. Extending support and licensing of the existing equipment was considered, however was found to be more costly and did not enhance the County's Cyber Security position. By procuring new equipment the County obtains a more advanced security platform that will meet the current and anticipated needs.

In procurement, various models and options were considered. The track record of the incumbent vendor, Palo Alto Networks, their strong industry and cyber

security reputation, and the cost of re-training County staff on a competitor's product provided the foundation for continuing forward with a replacement from the same vendor. By working with Purchasing, a competitively awarded contract was leveraged to negotiate significant discounts for the County for a 5-year support period. The purchase of the firewall hardware plus tax is \$46,047.59, the installation of \$4,500.00, and the support and subscriptions are \$441,919.00 for a grand total of \$492,466.59 to external vendors. There is an anticipated cost of \$20,000.00 for internal support for installation. The total project cost is \$512,467 which will come from release of Infrastructure Technology Assignment in the fund balance of the General Fund.

The replacement of this equipment and service contracts were anticipated and included in the 5-year projects for the Information Systems Infrastructure Assignment of the Tech Fund. Originally, this replacement was anticipated for August of this year, however, by bringing this item to the Board for approval in July, Information Systems was able to secure additional incentive discounts of over \$90,000.

Item Initiated and Approved by: Landon Beard