



**COUNTY OF SAN MATEO**  
Inter-Departmental Correspondence  
Information Services



**Date:** October 4, 2012  
**Board Meeting Date:** November 6, 2012  
**Special Notice / Hearing:** None  
**Vote Required:** Majority

**To:** Honorable Board of Supervisors

**From:** Reyna Farrales, Interim CIO/Director of Information Services Department

**Subject:** Purchase of McAfee hardware, licenses and support

**RECOMMENDATION:**

Adopt a Resolution waiving the Request for Proposal Process and authorizing the County Purchasing Agent to issue a Purchase Order to Aurora Enterprises for McAfee Anti-Virus Management System hardware, software licenses and support, for the term of November 7, 2012 through September 30, 2015, in the amount not to exceed \$185,713.29.

**BACKGROUND:**

In 2004, in recognition of the damage caused by the Slammer Worm Virus to County computer systems, the County purchased and installed a countywide Anti-Virus Management System—known as “EPO” purchased from McAfee—to facilitate and coordinate fighting any virus outbreaks in the future. The County has continued to renew the support and maintenance costs of the system in order to ensure that the organization remains protected in the event of another outbreak like the Slammer Worm Virus.

**DISCUSSION:**

The threat landscape to computer systems continues to evolve with malware makers refining their efforts and becoming more sophisticated and targeted in their approach. Computer systems have evolved significantly in the last three years with the virtualization of servers and now desktops adding to the complexity of the environment that requires protection. McAfee security products have kept pace with the evolution of modern computing. Gartner, an independent third party research and consulting firm that evaluates technology solutions, identified McAfee as an industry leader in its 2012 Magic Quadrant End Point Protection report that compares product lines from different vendors.

McAfee utilizes Value Added Resellers (VAR's) to sell their products and does not deal directly with their customers. McAfee has granted Aurora Enterprises exclusive pricing advantages reflecting over \$45,000 in savings for the hardware and software solutions the County requires, ensuring the integrity of the computer systems, and maintaining the data protection for the County. Due to this exclusive pricing, it is in the best interest of the County to waive the Request for Proposal or Invitation to Bid process.

With the renewal of the EPO system, the County will continue to benefit from the substantial investment in training and labor expended to distribute and install the product for virus and threat management, while also improving the ability to protect the County's substantial and growing number of virtual computing assets.

County Counsel has reviewed and approved the Resolution as to form.

Approval of this Resolution and Purchase Order contributes to the Shared Vision 2025 outcome of a Collaborative Community by protecting County departments from malware and computer viruses ensuring systems are available to provide services to residents.

**PERFORMANCE MEASURE(S):**

<b>Measure</b>	<b>FY 201-12 Actual</b>	<b>FY 201-13 Projected</b>
Percent of time information and technology services are available	99.8%	99.8%

**FISCAL IMPACT:**

The term of this Resolution is from November 7, 2012 through September 30, 2015. The total obligation for this purchase order is not to exceed \$185,713.29 which is included in ISD's FY 2012-13 Approved Budget. This amount reflects the savings offered to the County through this exclusive pricing offer.