



**MEMORANDUM**  
**ADMINISTRATIVE SERVICES**  
**PROCUREMENT SERVICES**  
County of Placer

TO: Board of Supervisors  
DATE: September 27, 2016  
FROM: Brett Wood, Purchasing Manager  
SUBJECT: Blue Coat Internet Security Software and Support – Optiv Security Inc.

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**ACTION REQUESTED**

Approve the award of a purchase order to Optiv Security Inc. of Denver, CO using a competitively negotiated agreement with the State of California for the purchase of Blue Coat software and annual support in the amount not to exceed \$79,380 for the period November 1, 2016 through October 31, 2017.

Approve an option to renew Blue Coat software and annual support for three (3) additional one-year terms.

Authorize the Purchasing Manager to sign all required documents.

**BACKGROUND**

The Department of Administrative Services, Information Technology Division (IT) uses Blue Coat brand hardware and software to support the County's internet activities, including authentication functions, monitoring internet activity and anti-virus protection. The hardware is replaced and updated every few years to assure optimum performance. The current hardware is nearing the end of its optimum life cycle and will soon be replaced under a master lease agreement which your Board previously approved. The annual software licenses and related maintenance are purchased on a year to year basis and will expire in October 2016.

IT has received a quote from Optiv Security Inc. for new licenses and related maintenance in the total amount of \$79,380. The vendor's quote is based on pricing available from State of California Multiple Award Schedule (CMAS) No. 3-09-70-2428M.

The Purchasing Policy Manual Section 1.3(e)(3) allows the purchase of goods or services from vendors who hold competitively awarded agreements with other public agencies, without further competitive bidding by Placer County. The State of California CMAS agreement meets this criterion.

**FISCAL IMPACT**

Funding for this purchase is included in the Department of Administrative Services' FY 2016-17 Final Budget.

cc: Melissa Spak, Administrative & Fiscal Operations Manager  
Jarrett Thiessen, Deputy Director of Information Technology

