



COUNTY OF HUMBOLDT

For the meeting of: 7/9/2024

File #: 24-1063

To: Board of Supervisors

From: County Administrative Office

Agenda Section: Consent

Vote Requirement: Majority

SUBJECT:

Software Finance Agreement with Great America Financial Services Corporation Regarding Provision of Palo Alto Cortex XDR Endpoint Security Protection Licenses

RECOMMENDATION(S):

That the Board of Supervisors:

1. Approve, and authorize the Humboldt County Purchasing Agent, or a designee thereof, to execute, the attached software finance agreement with Great American Financial Services regarding the provision of the Palo Alto Cortex XDR Endpoint Security Protection licenses for the period of July 1, 2024 through June 30, 2027; and
2. Direct the Clerk of the Board to provide the Information Technology Division of the County Administrative Office with one fully executed certified copy of the Board order related to this item.

STRATEGIC PLAN:

The recommended actions support the following areas of the Board of Supervisors' Strategic Plan:

Area of Focus: Core Services/Other

Strategic Plan Category: 5006 - Improve communications infrastructure (e.g., broadband)

DISCUSSION:

In June 2019, the Information Technology Division of the County Administrative Office began the process of moving its Anti-virus software licensing to Falcon Endpoint Protection Premium. On July 13, 2021, the Board of Supervisors approved a supplemental budget request to purchase the upgraded CrowdStrike Falcon Complete Anti-Virus and Endpoint Security Protection licensing for two thousand seven hundred (2,700) countywide devices.

The CrowdStrike Falcon Complete Anti-Virus and Endpoint Security Protection has provided robust endpoint security, monitoring and increased cybersecurity protections for all departments as required by Section 2.7 of the attached Humboldt County Information Security Charter.

Currently, the Information Technology Division is proposing a transition from CrowdStrike Falcon Complete to Palo Alto Cortex XDR Endpoint Security Protection. This change is driven by the need to streamline security operations and achieve significant cost savings. Using Cortex XDR with a Palo Alto firewall streamlines operations by providing unified threat management, enhanced visibility and automated response capabilities. This integration simplifies incident management, reduces operational overhead and improves overall security posture. Additionally, it will result in a cost reduction of Twelve Thousand Dollars (\$12,000.00) per year.

SOURCE OF FUNDING:

Information Technology (3550-118)

FINANCIAL IMPACT:

Expenditures (3550-118)	FY24-25	FY25-26 Projected*	FY26-27 Projected*
Budgeted Expenses	\$212,969.47	\$212,969.47	\$212,969.47
Total Expenditures	\$212,969.47	\$212,969.47	\$212,969.47
Funding Sources (3550-118)	FY24-25	FY25-26 Projected*	FY26-27 Projected*
Use of Fund Balance	\$212,969.47	\$212,969.47	\$212,969.47
Total Funding Sources	\$212,969.47	\$212,969.47	\$212,969.47

**Projected amounts are estimates and are subject to change.*

The maximum amount payable for the provision of the needed Palo Alto Cortex XDR Endpoint Security Protection licenses is Six Hundred Thirty-Eight Thousand Nine Hundred Eight Dollars and Forty-Seven Cents (\$638,908.47) for the period of July 1, 2024 through June 30, 2027. In no event shall the maximum amount paid for the Palo Alto Cortex XDR Endpoint Security Protection licenses exceed Two Hundred Twelve Thousand Nine Hundred Sixty-Nine Dollars and Forty-Nine Cents (\$212,969.47) per fiscal year for fiscal years 2024-2025 through 2026-2027. The total amount that will be financed for this project is Five Hundred Seventy-Eight Thousand Seven Hundred Twenty-One Dollars and Forty-Three Cents (\$578,721.43). Expenditure appropriations related to the provision of the Palo Alto Cortex XDR Endpoint Security Protection licenses have been included in the adopted fiscal year 2024-2025 budget for Information Technology budget unit 3550-118.

STAFFING IMPACT:

Installation of the Palo Alto Cortex XDR Endpoint Security Protection system will not impact current staffing levels.

OTHER AGENCY INVOLVEMENT:

None

ALTERNATIVES TO STAFF RECOMMENDATIONS:

The Board could choose not to approve the attached software finance agreement with Great American Financial Services regarding the provision of the Palo Alto Cortex XDR Endpoint Security Protection licenses. However, this alternative is not recommended as it would require the upfront payment of \$578,721.43.

ATTACHMENTS:

1. Software Finance Agreement with Great America Financial Services Corporation Regarding Provision of Palo Alto Cortex XDR Endpoint Security Protection Licenses
2. Proposal #32096
3. Humboldt County Information Security Charter

PREVIOUS ACTION/REFERRAL:

Meeting of: 7/13/21

File No.: 21-184