



Office of the City Manager

CONSENT CALENDAR

December 15, 2020

To: Honorable Mayor and Members of the City Council  
From: Dee Williams-Ridley, City Manager  
Submitted by: Savita Chaudhary, Director, Department of Information Technology  
Subject: Kovarus, LLC: 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 Kovarus LLC ("Kovarus") for the purchase of Varonis software licenses, utilizing pricing and contracts, amendments, and extensions from the California Department of General Services (DGS) Software Licensing Program (SLP) for an amount not-to-exceed \$165,000, and the period beginning December 16, 2020 through June 30, 2021.

FISCAL IMPACTS OF RECOMMENDATION

Funding for the Varonis software is available in the Department of Information Technology's FY 2021 Cost Allocation fund's budget code 680-35-363-382-0000-000-472-613130-.

CURRENT SITUATION AND ITS EFFECTS

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 Kovarus, LLC as a reseller for the Varonis software under SLP contract number SLP-19-70-0151s. Additional software, and other goods related to the City's Data Safety Program, are also available on this SLP contract with Kovarus.

The City used Varonis to complete an initial data risk technical assessment, and is currently in an extended licensing period while it conducts a proof-of-concept statement of work. These license purchases will extend the City's Varonis licenses under the SLP vehicle.

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.

### BACKGROUND

Prior to COVID-19, access to City information meant physically coming into a City building and logging onto our internal network and accessing information stored in a server that lives on premise. With the onset of COVID-19, the City has been required to support access to its information from remote locations and expand collaboration with external parties such as Alameda County, other Bay Area local health jurisdictions, and Emergency Operation Centers (EOC). In response, the City has begun to implement Microsoft Teams (MS Teams), and Microsoft SharePoint ("SharePoint"), replacing reliance upon on premise data storage and access to the data only through VPN. COVID-19 also required the City to create and implement an extended solution within MS Teams, which allows our information to be available on any City-managed device, anywhere, and at any time.

Given the City's intended move into SharePoint and MS Teams, the IT Department conducted a data risk technical assessment (technical DRA) – from mid-September 2020 to the end of October 2020– using Varonis because of its compatibility and ability to support the City's Microsoft on premise components as well as Cloud-based components, namely: Office365 (O365) and Azure. Varonis was also a more complete, less expensive and more expedient solution than Microsoft's native option.

Following the success of the technical DRA, the City contracted with Kovarus for a short-term contract in order to conduct a proof-of-concept with Varonis. The success of this proof-of-concept now presents the City with an opportunity to procure up to three (3) year licensing at substantial savings, in addition to additional software and goods that have been negotiated and placed on the SLP cooperative contract with Kovarus.

### ENVIRONMENTAL SUSTAINABILITY

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

Using cooperative purchasing agreements significantly improves the quality of purchasing executed by the City, and participation in such agreements allows the City to gain greater efficiencies and economies of scale.

Varonis does not license its software directly, but instead requires the purchase of software and services of its products through a reseller. Staff considered issuing a specific bid for the purchase of network hardware, but doing so would not return better pricing than what is established through the California Department of General Services' SLP contract.

ALTERNATIVE ACTIONS CONSIDERED

Staff considered postponing and greatly limiting the scope of planned and budgeted SharePoint and MS Teams roll-outs to Virtual Private Network (VPN) only. The initial rollout was completed with this limitation in the immediate response to COVID-19's Shelter-in-Place (SIP) orders. However, given the extended period of SIP and work-from-home requirements that has proven necessary for COVID-19 containment and mitigation, the risk of continued postponement and restrictions imposed by traditional access methods such as a using a VPN, sending staff back into the office to access and print information required to work with remotely, etc., not only exposes the City's information and methods of accessing that information, but also has a negative impact on the City's ability to deliver services to the community.

CONTACT PERSON

Savita Chaudhary, Director, Department of Information Technology, 510-981-6541

Attachments:

1: Resolution

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

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

WHEREAS, with the onset of COVID-19, the City has been required to expand support of access to its information from remote locations and expand collaboration with external parties such as Alameda County, other Bay Area local health jurisdictions, and EOCs, replacing reliance upon on premise data storage and access to the data only through VPN; and

WHEREAS, COVID-19 also required the City to create and implement an extended solution within MS Teams, which allows our information to be available on any City-managed device, located anywhere, and at any time; and

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 Kovarus, LLC 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 Kovarus, LLC are funded by the Department of Information Technology's Internal Service Fund, 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 Kovarus, LLC for the purchase of 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) for an amount not-to-exceed \$165,000, and the period beginning December 16, 2020 through June 30, 2021.