

14. Approve the purchase of the Cisco Security Threat Defense Bundle to provide ongoing maintenance for enterprise-wide secure firewalls, threat defense, AnyConnect licensing, and other maintenance services, in an amount not to exceed \$269,700, for the period of May 16, 2025 through May 16, 2030.



# Information & Communications Technology

## COUNTY OF TULARE AGENDA ITEM

### BOARD OF SUPERVISORS

LARRY MICARI  
District One

PETE VANDER POEL  
District Two

AMY SHUKLIAN  
District Three

EDDIE VALERO  
District Four

DENNIS TOWNSEND  
District Five

**AGENDA DATE:** April 8, 2025 - REVISED

Public Hearing Required	N/A
Scheduled Public Hearing w/Clerk	N/A
Published Notice Required	N/A
Advertised Published Notice	N/A
Meet & Confer Required	N/A
Budget Transfer (Aud 308) attached	N/A
Personnel Resolution attached	N/A
Agreement(s) attached	Yes

CONTACT PERSON: Marisol Sliakis PHONE: 559-622-7317

**SUBJECT:** Approve the Purchase of a Cisco Security Threat Defense Bundle

### **REQUEST(S):**

That the Board of Supervisors:

Approve the purchase of the Cisco Security Threat Defense Bundle to provide ongoing maintenance for enterprise-wide secure firewalls, threat defense, AnyConnect licensing, and other maintenance services, in an amount not to exceed \$269,700, for the period of May 16, 2025 through May 16, 2030.

### **SUMMARY:**

The Information & Communications Technology (TCiCT) Department is responsible for purchasing and maintaining the hardware and software that are ongoing contracts for the County of Tulare's information and communications technology assets, including, but not limited to, security infrastructure licensing, which covers threat defense for main internet traffic as well as site firewall traffic, and AnyConnect for remote VPN access for County staff.

The Cisco Security Threat Defense Bundle offers a unified approach to safeguarding the County of Tulare organizations against ever-evolving threats. With Cisco's Threat Defense solutions, County businesses gain proactive protection to detect and prevent risks effectively. These solutions integrate seamlessly across networks, endpoints, and cloud environments, ensuring consistent coverage while scaling to meet growing security demands.

Cisco AnyConnect enhances remote work security by providing secure VPN access, multi-factor authentication, and endpoint posture assessment for up to 5238 County users. Its user-friendly design fosters productivity without compromising safety, and

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County TCICT teams benefit from comprehensive visibility into endpoint activity, enabling proactive identification and resolution of potential vulnerabilities.

With Cisco, our organization simplifies licensing and reduces administrative burden through a consolidated bundle purchase. The bundled subscription model ensures predictable costs and access to the latest updates, helping County businesses stay ahead of emerging threats. This approach is particularly suited to addressing the County of Tulare's business needs, such as maintaining secure remote access for a distributed workforce and protecting critical data across diverse sectors.

Additionally, this purchase provides County of Tulare departments with robust and scalable security solutions tailored to their unique challenges. By leveraging Cisco's integrated technologies, departments in the County can achieve comprehensive protection, secure remote access, and streamlined management, supporting current operations and future growth.

The Cisco Security Threat Defense Bundle has gone through the formal bidding process and was awarded through the California Multiple Award Schedule 3-22-09-1021 and General Service Agreement GS-35F-0511T. Both awards remain active and are allowed in accordance with recognized purchasing guidelines.

Purchasing the Cisco Security Threat Defense Bundle includes access to threat defense, AnyConnect licensing, firewall maintenance, and other maintenance services for a five-year period. There are no written contracts or service agreements associated with this purchase.

**FISCAL IMPACT/FINANCING:**

The cost of the Cisco Security Threat Defense Bundle is \$269,642.82, prepaid for the five (5) year term. The purchase is already included in the FY2024/2025 budget and will be paid from accounting line 071-090-2930-7043. The term will start on May 16, 2025 and end on May 16, 2030. There is no Net County Cost.

**LINKAGE TO THE COUNTY OF TULARE STRATEGIC BUSINESS PLAN:**

The County's five-year strategic plan includes a Safety and Security Performance Initiative to ensure the public's safety and security. The county's ability to maintain community safety and security is dependent on its ability to keep the Security system operational and react quickly to issues. The license and maintenance purchase allows us to maintain security.

**ADMINISTRATIVE SIGN-OFF:**

/s/Steven D. Murch

Steven D Murch

Information & Communications, Fiscal Manager

Cc: County Administrative Office

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Attachments: Attachment A – Quote

# BEFORE THE BOARD OF SUPERVISORS COUNTY OF TULARE, STATE OF CALIFORNIA

IN THE MATTER OF APPROVE THE  
PURCHASE OF A CISCO SECURITY  
THREAT DEFENSE BUNDLE

)  
) Resolution No. 2025-0264  
)  
)  
)

UPON MOTION OF SUPERVISOR SHUKLIAN, SECONDED BY SUPERVISOR  
TOWNSEND, THE FOLLOWING WAS ADOPTED BY THE BOARD OF SUPERVISORS,  
AT AN OFFICIAL MEETING HELD APRIL 8, 2025, BY THE FOLLOWING VOTE:

AYES: SUPERVISORS MICARI, VANDER POEL, SHUKLIAN, VALERO AND  
TOWNSEND  
NOES: NONE  
ABSTAIN: NONE  
ABSENT: NONE



ATTEST: JASON T. BRITT  
COUNTY ADMINISTRATIVE OFFICER/  
CLERK, BOARD OF SUPERVISORS

BY:

Deputy Clerk

\* \* \* \* \*

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Company:  
COUNTY OF TULARE

Requested By:  
**Florante C. Bambao (Ronnie)**  
ICT Network Manager

Description:  
**Security EA (5yr. term) - Prepaid**



Bill To: COUNTY OF TULARE 5957 S Mooney Blvd Visalia, CA 93277-9394	Ship To: TCICT Warehouse 2200 W Midvalley Ave Visalia, CA 93277-9452	Sold To: COUNTY OF TULARE 5957 S Mooney Blvd Visalia, CA 93277-9394
Created: 4/1/2025 Expires: 5/1/2025 Version: 1	Account Manager: nslocum Systems Engineer: estoxen	Terms & Conditions: This proposal is offered according to the terms and conditions of one or more CMAS schedules

**Product & Manufacturer Maintenance**

Line No	Qty	Product	Unit Price	Ext'd Price	Tax
1	1	<b>EA3-M</b> Cisco Enterprise Agreement 3.0 Bundle - License	0.00	0.00	
2	1	<b>E3-SEC-SFW</b> Security EA 3.0 Cisco Secure Firewall	0.00	0.00	T
3	20	<b>E3S-SFW-FPR1010T-T</b> Security EA 3.0 FPR1010 Threat Defense Threat	786.66	15,733.20	
4	3	<b>E3S-SFW-FPR2130T-T</b> Security EA 3.0 FPR2130 Threat Defense Threat	11,299.20	33,897.60	
5	1	<b>SVS-E3S-SFW-B</b> Basic Software Support for Cisco Secure Firewall	0.00	0.00	T
6	1	<b>E3S-SFW-FPR1120T-T</b> Security EA 3.0 FPR1120 Threat Defense Threat	3,173.40	3,173.40	
7	2	<b>E3S-SFW-FPR4115T-T</b> Security EA 3.0 FPR4115 Threat Defense Threat	101,688.48	203,376.96	
8	1	<b>E3-SEC-ADDONS</b> Cisco Security Add-On Products - License - EA 3.0	0.00	0.00	T
9	5238	<b>E3S-AC-APEX</b> Cisco AnyConnect Apex - License - EA 3.0	2.57	13,461.66	
10	1	<b>SVS-E3S-ADDONS-B</b> Cisco Software Support Service Basic - Technical support - for Cisco Security Add-Ons - phone consulting - 24x7	0.00	0.00	T
<b>Need more time to get important stuff done? Ask us about</b>			Subtotal	\$269,642.82	
			Handling	\$0.00	



Estimated Sales Tax (8.5%)	\$0.00
Professional Services	\$0.00
Shipping	\$0.00
Total	\$269,642.82

Company:  
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ICT Network Manager

Description:  
**Security EA (5yr. term) - Prepaid**



**Proposal #33091**

**Proposal Notes**

CMAS Contract No.: 3-22-09-1021

CMAS Contract Term: through 6/26/2027

Base GSA Schedule No.: GS-35F-0511T

**California Multiple Award Schedule (CMAS) Contract Number(s)**



Company:  
**COUNTY OF TULARE**

Requested By:  
**Florante C. Bambao (Ronnie)**  
ICT Network Manager

Description:  
**Security EA (5yr. term) - Prepaid**



# Proposal #33091

## About Sales Tax

Items sold by Development Group, Inc. ("DGI") and shipped to destinations in California are subject to sales tax.

If an item is subject to sales tax in the state to which the order is shipped, tax is generally calculated on the total selling price of each individual item. In accordance with state tax laws, the total selling price of an order will generally include shipping and handling charges and item-level discounts. The amount of tax charged on your order will depend upon many factors including, but not limited to, the type of item(s) purchased, and the source and destination of the shipment. Factors can change between the time you place an order and the time and invoice is sent, which could affect the calculation of sales taxes. The amount appearing on your proposal as 'Estimated Sales Tax' may differ from the sales taxes ultimately charged.

## About Product Returns

Consistent with the terms and conditions of the California Multiple Award Schedules (CMAS) General Provisions for Information Technology, you are required to provide written notice of rejection of products delivered or services performed within a reasonable time after receipt of such products or the performance of such services. Such notice of rejection is required to state the respect in which the products do not substantially conform to your specifications. If you do not provide such notice of rejection within FIFTEEN (15) days of delivery for purchases of Commercial Hardware or Commercial Software or THIRTY (30) days of delivery for all other purchases, such products and services will be deemed to have been accepted. Your acceptance will be final and irreversible, except as it relates to latent defects, fraud, or gross mistakes amounting to fraud.

## Company & Payment Information

### Mailing Address

Development Group, Inc.  
PO Box 991484  
Redding, CA 96099-1484

Phone: (530) 229-0071  
Fax: (530) 248-3415

### Payment Information

Development Group, Inc.  
32880 Collections Center Dr  
Chicago, IL 60693

Federal Tax ID: 26-3740919

Note: All wire transfers must be made in US Dollars

### Office Locations

Development Group, Inc.  
6704 Lockheed Dr  
Redding, CA 96002

### Wire Transfer Information

Domestic Wire Transfer (U.S.)  
Wire Routing Transit Number (RTN): 026009593  
Bank Name: Bank of America  
City, State: Chicago, IL  
Account Number: 8188065595  
Title of Account: DEVELOPMENT GROUP INC

### ACH Information

ACH Transfer (U.S.)  
Routing Transit Number (RTN): 071000039  
Bank Name: Bank of America  
City, State: Chicago, IL  
Account Number: 8188065595  
Title of Account: DEVELOPMENT GROUP INC