



Office of the City Manager

CONSENT CALENDAR
June 25, 2024

To: Honorable Mayor and Members of the City Council
From: Dee Williams-Ridley, City Manager
Submitted by: Kevin Fong, Director, Department of Information Technology
Subject: AHEAD, Inc: 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 AHEAD, Inc. ("AHEAD") for the purchase of Varonis subscription software licenses, utilizing pricing and contracts, amendments, and extensions from the California Department of General Services (DGS) Software Licensing Program (SLP) increasing the amount by \$550,890 for a total amount not-to-exceed \$973,804.51 and the period beginning January 31, 2023 through September 28, 2025.

FISCAL IMPACTS OF RECOMMENDATION

Funding for the Varonis subscription software licenses in the amount of \$550,890 is subject to appropriation in the Department of Information Technology's FY 2025 Cost Allocation Fund as outlined below:

	Description	Funding Source
\$266,920.00	FY 2025 Subscription Varonis Licenses	IT Cost Allocation (Fund 680)
\$283,970.00	FY 2026 Subscription Varonis Licenses	IT Cost Allocation (Fund 680)
\$422,914.51	Previously approved Varonis Subscription	IT Cost Allocation (Fund 680)
\$973,804.51	NTE TOTAL	

CURRENT SITUATION AND ITS EFFECTS

The City's Data Safety Program is designed to support the City's IT Digital Strategic Plan's goal of providing state-of-the-art, well-maintained infrastructure, amenities, and facilities. Varonis DatAdvantage helps the City ensure proper data use and permissions, and meet legal, financial, and intellectual property requirements. For example, it can help classify and detect where sensitive data lives across various platforms. It can also detect insider threats and potential cyber criminals, all efforts to identify and mitigate where the City may be at risk.

BACKGROUND

The procurement and implementation of Varonis in 2021 provided visibility into how the City is handling and protecting the data it touches on a daily basis. City Information Technology is now expanding its Cybersecurity posture by adding control over the storage and management of its file stores and ensuring proper alerting for files stored and accessed throughout the City's datacenters.

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

ENVIRONMENTAL SUSTAINABILITY AND CLIMATE IMPACTS

The Varonis DatAdvantage suite provides the necessary protections needed as the City moves towards utilizing more electronic files and documents, reducing the amount of paper use, thus supporting the City's efforts to reduce the negative impact on the environment.

RATIONALE FOR RECOMMENDATION

There is a large amount of data that resides in the City's shared drives which cannot be properly controlled and managed, placing the City at risk, due to a number of factors, including but not limited to identifying the type of data stored, and the owners of the data.

The Varonis DatAdvantage product provides the ability to visualize who can access sensitive and regulated information, audit every single file and email touched on- premise and in the cloud, and manage changes.

ALTERNATIVE ACTIONS CONSIDERED

Varonis provides automated protection as well as remediation through control over the files in City datacenters and those accounts used to access them. To accomplish this without Varonis would require a substantial increase in staffing which is not viable.

CONTACT PERSON

Kevin Fong, Director, Department of Information Technology, 510-981-6541

Attachments:

1: Resolution

RESOLUTION NO. ##,###-N.S.
AHEAD: USING THE
CALIFORNIA DEPARTMENT
OF GENERAL SERVICES'
(DGS) SOFTWARE
LICENSING PROGRAM (SLP)
FOR SOFTWARE LICENSE
PURCHASES

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 AHEAD 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 AHEAD are funded by the IT Cost Allocation Fund (Fund 680), 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 AHEAD for the purchase of professional services and 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) increasing the amount by \$550,890 for an amount not-to-exceed \$973,804.51, and the period beginning January 31, 2023 through September 28, 2025.

