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Office of the City Manager

To: Honorable Mayor and Members of the City Council

From: Paul Buddenhagen, City Manager

Submitted by: Kevin Fong, Director, Department of Information Technology

Subject: AHEAD, Inc ("AHEAD"): Using the California Department of General Services Software Licensing Program ("CDGS SLP") for Software License Purchases

RECOMMENDATION
Adopt a resolution authorizing the City Manager to increase spending authority with AHEAD, a qualified reseller for the purchase of Varonis subscription software licenses, utilizing pricing and contracts, amendments, and extensions from the CDGS SLP, increasing the amount by $971,784.00 for a total amount not-to-exceed $1,945,589.00 during the period beginning January 31, 2023 through June 30, 2028.

FISCAL IMPACTS OF RECOMMENDATION
Funding for the Varonis subscription software licenses in the amount of $971,784.00 is available in the Department of Information Technology's ("IT") Cost Allocation Fund as outlined below:

	Description	Funding Source
$323,928.00	FY 2026 Subscription Varonis Licenses	IT Cost Allocation (Fund 680)
$323,928.00	FY 2027 Subscription Varonis Licenses	IT Cost Allocation (Fund 680)
$323,928.00	FY 2028 Subscription Varonis Licenses	IT Cost Allocation (Fund 680)
$973,805.00	Previously approved Varonis Subscription	
$1,945,589.00	**NTE TOTAL**	

CURRENT SITUATION AND ITS EFFECTS
The City's Data Safety Program is designed to support the City's strategic plan goal of providing state-of-the-art, well-maintained infrastructure, amenities, and facilities. As the City transitions to Microsoft SharePoint and Teams for online document management and collaboration, it intends to purchase the Varonis SaaS (Software as a Service) solution, which offers advanced capabilities for data classification, access visibility, and threat detection within Microsoft 365 services which includes Sharepoint and Teams. Varonis SaaS provides automated insights into data access and usage patterns, helping the City meet legal, regulatory, and data protection obligations while reducing the risk of data breaches and insider threats.

AHEAD: Using the California Department of General Services' SLP Contract

CONSENT CALENDAR
June 3, 2025

BACKGROUND
The City initially implemented Varonis in 2021 to gain visibility into on-premise data access and protection. With the ongoing shift to cloud-based platforms such as SharePoint and Teams, the City requires a solution that can deliver the same level of oversight and control in the cloud as it did on-premise.

The City will purchase the Varonis SaaS solution through the CDGS SLP contract number SLP-19-70-0151s. AHEAD, a qualified reseller under this contract, will provide the necessary licenses, support, and implementation services for this transition.

ENVIRONMENTAL SUSTAINABILITY AND CLIMATE IMPACTS
The transition to cloud-based storage and collaboration tools such as SharePoint and Teams reduces the City's reliance on paper and physical infrastructure. Varonis SaaS further supports this initiative by enabling secure and efficient electronic file management, contributing to the City's sustainability goals.

RATIONALE FOR RECOMMENDATION
As more City data and services move into Microsoft 365 cloud services, it becomes essential to ensure that sensitive and regulated information is properly governed. Varonis SaaS enables the City to continuously monitor who is accessing data, identify unusual activity, and automate response to potential threats. Without this solution, the City would need to significantly increase IT staff and manual processes to achieve comparable security and compliance standards.

ALTERNATIVE ACTIONS CONSIDERED
The alternative to Varonis SaaS would be to manually manage permissions, data classification, and access auditing within Microsoft 365. This approach would require extensive staffing and pose significant risks due to potential human error and lack of real-time monitoring capabilities.

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

Attachments:
1: Resolution

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

AHEAD Inc. ("AHEAD"): USING THE CALIFORNIA DEPARTMENT OF GENERAL SERVICES SOFTWARE LICENSING PROGRAM ("CDGS SLP") FOR SOFTWARE LICENSE PURCHASES

WHEREAS, the City of Berkeley ("City") Data Safety Program is designed to support the City's strategic plan goal of providing state-of-the-art, well-maintained infrastructure, amenities, and facilities; and

WHEREAS, the City is transitioning to Microsoft SharePoint and Teams for online document management and collaboration; and

WHEREAS, the City intends to purchase the Varonis SaaS (Software as a Service) solution, which offers advanced capabilities for data classification, access visibility, and threat detection within Microsoft 365 services which includes Sharepoint and Teams; and

WHEREAS, Varonis SaaS provides automated insights into data access and usage patterns, helping the City meet legal, regulatory, and data protection obligations while reducing the risk of data breaches and insider threats; and

WHEREAS, the City participates in a cooperative purchasing agreement established by the California Department of General Services ("CDGS") called the Software License Program ("SLP") that competitively 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 Varonis SaaS under SLP contract number SLP-19-70-0151s; and

WHEREAS, funding for purchases with AHEAD are funded by the IT Cost Allocation Fund (Fund 680), and city-wide 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 CDGS SLP increasing the amount by $971,784.00 for a total amount not-to-exceed $1,945,589.00, during the period beginning January 31, 2023 through June 30, 2028.