



Office of the City Manager

CONSENT CALENDAR

July 29, 2025

To: Honorable Mayor and Members of the City Council

From: Paul Buddenhagen, City Manager

Submitted by: Kevin C. Fong, Director of Information Technology

Subject: Contract: Infobond Inc. Leveraging the Omnia Partners Cooperative Contract for Information Technology Security Products, Licenses, and Support

RECOMMENDATION

Adopt a Resolution authorizing the City Manager to execute a contract with Infobond, Inc. ("Infobond") for the purchase of information technology security products, licenses, support and services utilizing the Omnia Partners contract #01-154 for a total not to exceed value of \$1,000,000 commencing on July 1, 2025 through June 30, 2027.

FISCAL IMPACTS OF RECOMMENDATION

Funding in the amount of \$1,000,000 is available in the Department of Information Technology's ("IT") FY 2026 and FY2027 IT Cost Allocation Fund (680) as outlined below. Spending for this contract in future fiscal years is subject to Council approval of the proposed citywide budget and annual appropriation ordinances.

FY26: Fund 680, Information Technology Cost Allocation	\$500,000
FY27: Fund 680, Information Technology Cost Allocation	\$500,000
Total FY 2026-2027	\$1,000,000

CURRENT SITUATION AND ITS EFFECTS

The City of Berkeley ("City") currently uses a variety of security products to help maintain a safe and secure network. This is essential for staff to work efficiently and for the City to continue delivering reliable services to the public.

The City partners with Infobond, Inc., a trusted reseller of security-related products and services. In addition to supplying key technologies, Infobond also provides specialized expertise and resources that extend beyond the capabilities of current City staffing levels. This added support helps ensure that the City can respond effectively to evolving cybersecurity needs.

To continue keeping the City's network secure and accessible, additional funding is being requested for the next two fiscal years. This partnership with Infobond supports the City's Strategic Plan goal by helping to maintain a resilient, safe, connected and prepared City.

BACKGROUND

The City has experienced frequent malware and ransomware attacks in recent years, each requiring significant time and effort to recover. While staff were prepared to respond, these incidents still resulted in productivity losses and strained IT resources. It became clear that more advanced security tools were needed -- not just to prevent future attacks, but also to improve visibility into activity across the City's network.

To strengthen the City's cybersecurity posture, IT implemented a comprehensive suite of firewall, VPN, logging, and antivirus tools. Within weeks, the new systems successfully blocked ransomware attempts and helped identify the sources of the attack. This allowed IT to respond quickly, take corrective action, and enhance employee training to reduce future risk.

Since then, the City has continued to expand its security capabilities, including added protections for sensitive systems such as police and emergency services, as well as safeguards for remote access and public-facing websites. These tools have become a critical part of the City's overall security infrastructure.

However, as the City's cybersecurity systems have grown, so have the ongoing needs for support, maintenance, and updates. Maintaining a secure and resilient environment requires specialized expertise and consistent upkeep.

This is where Infobond plays a vital role. In addition to providing the necessary technology, Infobond offers the technical knowledge and support that go beyond what City IT staff can provide alone. Their services help ensure the City's security tools remain up to date, fully supported, and capable of defending against evolving cyber threats.

Omnia Partners is one of the largest cooperative purchasing organizations in the United States. They leverage the collective buying power of their vast network of members to negotiate favorable contracts with a wide range of suppliers for various products and services, allowing government agencies to access better pricing and streamlined procurement processes, saving time and money.

Infobond is listed as an authorized reseller partner on at least one Omnia Partners contract. Specifically, Infobond appears on the "Omnia Partners Contract 01-154 Authorized Reseller Partners" list, as well as the "NCPA An Omnia Partners Company 01-154 Authorized Reseller Partners" list. This indicates that Infobond can provide products and services under this specific cooperative contract.

ENVIRONMENTAL SUSTAINABILITY AND CLIMATE IMPACTS

IT actively works to incorporate eco-friendly practices into its technology infrastructure and prioritizes the procurement of energy-efficient hardware that aligns with both its operational needs and City climate goals.

The security equipment in use – such as firewalls, VPNs, and web application firewalls – has been selected not only for its effectiveness in protecting sensitive City systems, but also for its energy efficiency, durability, and long-life cycle. These features help reduce the frequency of hardware replacements, lower power consumption, and minimize the City's overall environmental footprint. Additionally, compatibility with cloud services and virtualization allows for reduced reliance on physical equipment, further supporting sustainability efforts.

RATIONALE FOR RECOMMENDATION

Through the utilization of the competitively bid Infobond cooperative agreement, the City is able to procure technology products and services at highly competitive rates, benefiting from volume-based pricing and a streamlined procurement process. This contract facilitates efficient purchasing while ensuring access to high-quality, enterprise-grade security solutions at a cost-effective price.

As part of this initiative, the City acquires hardware equipped with automated update capabilities, which significantly reduces the manual effort traditionally required to maintain cybersecurity infrastructure. These updates are designed to be non-disruptive, thereby minimizing service interruptions and alleviating the operational burden on IT staff.

The financial efficiencies realized through the Infobond agreement – coupled with productivity gains from automation – enable the City to sustain a robust cybersecurity posture without incurring additional costs associated with system downtime. This approach represents a fiscally responsible and operationally sound long-term investment in the City's technology infrastructure.

ALTERNATIVE ACTIONS CONSIDERED

While City staff considered procuring and deploying these systems internally, City staff do not have the capacity or required specialized expertise to properly support these systems. To bridge this gap, the City partners with Infobond, a vendor that offers both advanced security products and access to highly qualified technical experts. Infobond also provides competitive pricing through cooperative agreements, making this partnership both cost-effective and operationally sound.

CONTACT PERSON

Kevin C. Fong, Director of Information Technology, (510) 981-6541

Attachments:

1: Resolution

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

CONTRACT: INFOBOND INC. LEVERAGING THE OMNIA PARTNERS
COOPERATIVE CONTRACT FOR INFORMATION TECHNOLOGY SECURITY
PRODUCTS, LICENSES, AND SUPPORT

WHEREAS, the City of Berkeley continues to face increasingly complex and evolving cybersecurity threats that require proactive and adaptive defense strategies; and

WHEREAS, it is critical to maintain a robust, enterprise-grade security infrastructure to protect City systems and data – including both internal operations and public-facing services such as City web applications, the 311 service portal, and other essential digital services; and

WHEREAS, legacy firewalls and security tools require frequent manual updates and oversight, resulting in increased staff workload, service interruptions, and overall inefficiencies; and

WHEREAS, following a thorough evaluation of leading cybersecurity solutions, the City's Information Technology Department ("IT") selected and deployed integrated firewall, VPN, and security services that have proven effective in minimizing downtime, reducing staff overhead, and protecting the City's network from malware and ransomware attacks; and

WHEREAS, the City requires a reliable technology partner that can provide not only cost-effective, enterprise-level security products but also specialized expertise and ongoing support that extends beyond the capacity of in-house resources; and

WHEREAS, Omnia Partners is one of the largest cooperative purchasing organizations in the United States that negotiates favorable contracts with a wide range of suppliers for various products and services, allowing government agencies to access better pricing and streamlined procurement processes, saving time and money; and

WHEREAS, Infobond is listed as an authorized reseller partner on the "Omnia Partners Contract 01-154 Authorized Reseller Partners" list, as well as the "NCPA An Omnia Partners Company 01-154 Authorized Reseller Partners" list indicating that Infobond can provide products and services under this specific cooperative contract;

NOW, THEREFORE, BE IT RESOLVED by the Council of the City of Berkeley that the City Manager or designee is authorized to execute a contract with Infobond, Inc. for the purchase of information technology security products, licenses, support, and related services utilizing the Omnia Partners cooperative contract #01-154 in an amount not to exceed \$1,000,000, for the period of July 1, 2025 through June 30, 2027.



Region XIV Education Service Center

1850 Highway 351
Abilene, TX 79601-4750
325-675-8600
FAX 325-675-8659

Thursday, December 1st, 2022

Fortinet, Inc.
ATTN: Jerilyn Bailey
899 Kifer Road
Sunnyvale, CA 94086

Dear Jerilyn:

Region XIV Education Service Center is happy to announce that Fortinet, Inc. has been awarded an annual contract for IT Security Products and Data Protection Solutions on the proposal submitted to Region XIV ESC.

The contract is effective immediately and will expire on November 30th, 2025. The contract can then be renewed annually for an additional two years, if mutually agreed on by Region XIV ESC and Fortinet, Inc.

We look forward to a long and successful partnership underneath this contract.

If you have any questions or concerns, feel free to contact me at 325-675-8600.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Shane Fields', is written over a light blue horizontal line.

Shane Fields
Region XIV, Executive Director

