

First Amendment to the Agreement with SSP Data Inc. for Palo Alto Networks Products

To: Budget and Finance Committee
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Overview

Palo Alto Networks is an industry leader in cybersecurity protection.

Current State (Existing Agreement)

- ❑ DT only
- ❑ Term: 3 years (Jun 2023 – May 2026)
- ❑ Not-To-Exceed Amount: \$4.4M

Future State (Amended Agreement)

- ❑ All city departments + 5 external agencies
- ❑ Term: 6 years (Jun 2023 – May 2029)
- ❑ Not-To-Exceed Amount: \$40.0M
 - ✓ Adding \$15.9M to maintain existing systems
 - \$1.3M/year for DT for three more years
 - \$2.5M/year for 13 other depts / agencies for 4.5 years
 - ✓ Up to \$19.7M to replace aging systems over the next 4.5 years

Benefits of Agreement

Savings

- ❑ Maintaining Existing Systems: \$1.0M+ annually for the next 4.5 years
- ❑ Replacing Aging Systems: approx. \$3.0M annually over the next 4.5 years

Efficiency

- ❑ Manages one master agreement for the entire City
- ❑ Removes duplicative procurement efforts by departments

Other Benefits

- ❑ Creates greater transparency on expenditure across the City
- ❑ Enables more effective vendor management



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Any Questions?