



DATE: April 25, 2018

TO: WILMA QUAN-SCHECTER, City Manager
City Manager's Office

FROM: BRYON HORN, Chief Information Officer *BK*
Information Services Department

SUBJECT: Uniquely qualified consultant contract for Optiv Security Inc.

The purpose of this memorandum is to request authorization to dispense with the City's standard Request for Proposal (RFP) process set forth in Administrative Order 6-10, so that the Information Services Department (ISD) may ask Council to award a professional consulting agreement with Optiv Security Inc. (Optiv) for a comprehensive perimeter and internal penetration test and a security strategy assessment update to ensure the City of Fresno's cyber health. The project is a "not to exceed" contract for \$56,000 priced from a cooperative agreement, California Multiple Award Schedules (CMAS). ISD has \$58,610 in current fiscal year (FY17) funds for this project.

Optiv has extensive knowledge of our system and, in ISD's opinion, makes them uniquely qualified to carry out this service. In January 2015, an initial security assessment was performed by Accuvant, Inc. (Accuvant). During this assessment, Accuvant completed an extensive process of speaking to each department in order to gain a complete understanding of the City's operations. Subsequently, in February 2015, Accuvant merged with Fishnet to create a company called Optiv Security Inc. Optiv continued to work with the City and created a budgetary document for security initiatives. Using the combined assessment and budget document, ISD continues to forge ahead with the implementation of recommendations. Additionally, Optiv performed an initial comprehensive perimeter and internal penetration test in 2017. Since Optiv has a comprehensive background and understanding of the City's operational and security landscape, it would be beneficial, both functionally and financially, for the City to continue to use them for subsequent programs.

Due to the existing relationship with Optiv, and their extensive background and knowledge of the City's system, we believe that they are uniquely qualified and recommend that the City enter into an agreement with Optiv Security Inc. If you have any additional questions, or require additional information and data, please do not hesitate to contact me at 559-621-7101.

Approved Denied



Wilma Quan-Schechter, City Manager