
Information Systems Department

Leavenworth County Kansas

Memorandum

To: Whom it may concern
From: Larry Malbrough, Director of Information Systems
Date: May 5, 2022

Project: Firewall Upgrade Project

On May 4, 2022, the Leavenworth County Commission awarded this project to ConvergeOne for an amount not to exceed \$80,411.26.

/s/Larry Malbrough
Director of Information Systems
Leavenworth County, Kansas
(913) 684-1067

Leavenworth County Request for Board Action

Date: April 21, 2022

To: Board of County Commissioners

From: Larry Malbrough, Director of Information Systems

Additional Reviews as needed:

Administrator

Firewall Upgrade Project

Action Requested:

Award the Firewall Upgrade Project.

Recommendation:

Award the Firewall Upgrade Project to ConvergeOne in an amount not to exceed \$80,411.26.

Background:

The County seeks to replace two existing, end of life firewall devices and increase our network security with enhanced reporting and analysis capabilities.

Our firewalls are a critical piece of our infrastructure. These devices control all access to and from our networks, establish and maintain persistent connections to other networks, such as KCJIS, and AT&T's APN, provide virtual private network (VPN) connections for employees and secure the County's network perimeter.

The I.S. Department released an RFP which closed on March 18, 2022. The Clerk's office received four (4) proposals.

Analysis:

Vendor/Product Proposals:

VENDOR	BRAND	AMOUNT
C&C Group	SonicWall	\$ 24,000.00
IP Pathways	Cisco	\$ 49,709.64
Redi Systems	SonicWall	\$ 55,745.00
ConvergeOne	FortiGate	\$ 80,411.26

SonicWall solutions:

Proposed by Redi Systems and C&C Group.

Both solutions are based on the SonicWall NSA 4700 devices and include high availability. C&C group included a five year subscription option for a total of \$33,750.

It has been determined that the SonicWall solution does not meet the needs of the County. NSI does not believe this product will support the necessary protocols for existing connectivity requirements. These same limitations would curtail future connectivity options that may present themselves. In addition, performance issues in a network of our size is a concern.

Cisco Solution:

IP Pathways' solution is based on the Cisco Firepower 2110 appliance. This solution would rely upon a virtual machine for management, which does not exist at the county at this time, therefore this solution is not suitable for our environment.

FortiGate Solution:

The RFP stated our preference for a FortiGate 401E firewall and the FortiAnalyzer 300G appliance for analytics and log management, though other solutions would be accepted for review. The proposal from ConvergeOne is for that equipment.

This preference is the result of analysis and research done by NSI in 2021. From that body of work it was determined that the Fortinet products would meet all of our existing connectivity requirements while adding additional analytics which would enhance our network security through increased visibility of network activity. Furthermore, these appliances are supported by most service providers and IT consulting firms nationwide. This would increase our options when seeking outside assistance or support.

Additional network security improvements are planned and would leverage this investment further.

This solution is the most expensive proposal, however, it is our determination that this is the appropriate solution for our organization and will provide the level of performance, security and service the County will need as we move forward.

NetStandard Review/Comments:

NetStandard (NSI), in their capacity as a technology partner and having contributed significantly with the process leading to this project, was solicited for an assessment of the various brands submitted. A copy of their review is attached.

Included in this analysis is an NSI quote dated 12/10/2021. That quote was for several items, including this same objective. The quote is well beyond its expiration date, and is for multiple firewall devices, whereas the RFP is for two. Adjusting the quantities to the levels requested in this RFP, their proposal would be for \$88,951, which includes three years of maintenance. Services for deployment and installation were not specified so that would be an additional cost. NSI did not submit a proposal to this RFP.

Conclusions:

Staff recommends the Fortinet solution, as proposed by ConvergeOne in an amount not to exceed \$80,411.26.

Alternatives:

Budgetary Impact:

- Not Applicable
- Depreciation items with available depreciation funds
- Non-Budgeted item with available funds through prioritization
- Budgeted item with available funds
- Requesting ARPA funds

Total Amount Requested:

\$80,411.26

Additional Attachments:

C&C Group Proposal
Redi Systems Proposal
ConvergeOne Proposal
IP Pathways Proposal
NSI Quote QTE 27996
NSI Review Letter