



Yamhill County
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INFORMATION TECHNOLOGIES

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DATE: July 27, 2020

TO: Yamhill County Board of Commissioners; Ken Huffer, County Administrator;
Justin Hogue, Business Services Director

FROM: Shane Hoffman, IT Manager

SUBJECT: Update Palo Alto 3020 Firewalls

ATTACHMENTS (1): TechHeads Quote

Request:

IT is requesting Board of Commissioners' authorization to acquire and deploy new Palo Alto 3220 firewalls to replace our current Palo Alto 3020 firewalls. The total cost of the project is \$77,122.

Background:

A Firewall is a network security system that monitors and controls incoming and outgoing network traffic. It is the barrier between our trusted internal network, and the untrusted external network.

Our current Palo Alto firewalls are 5 years old and near the end of their life cycle. After January 2021, our current 3020 firewalls will no longer support newer firmware releases. Firmware can be thought of as software that allows the hardware to run. After January 2021, this means we will potentially lose valuable features that are released in future firmware releases. The newer product line is feature rich and the usual bigger, fast, better. Palo Alto is also going to increase the software/hardware maintenance and support costs by 15% each year for those organizations that choose to run the older product line.

If we have a signed Purchase Order for the Palo Alto 3220 firewalls by July 31, 2020, we will get a \$2,000 rebate for turning in the old equipment, and a \$6000 savings due to a quarter end, which equates to an \$8000 cost savings. As part of the 2020-21 fiscal year budget, I set aside \$20,000 for Palo Alto 3020 (current firewalls) hardware/software maintenance and support. The upgrade to a newer firewall product line was not a planned expense for fiscal year 2020-21. Due to unforeseen circumstances it is recommended that we upgrade to the newer firewalls so we can continue to keep up with

current firmware releases, take advantage of the costs savings if we purchase the equipment by July 31, 2020, and avoid the 15% increase to yearly maintenance costs. Due to some costs savings in fiscal year 2019-20, I have the additional \$57,000 required to purchase the firewalls, licensing and support. I will not be asking the Board for additional funds at this time. The Palo Alto 3220 firewalls will be purchased by the following accounts:

Account Code	Account Description	Cost
010-017-543.01	Department Equipment	\$25,012
010-017-683.07	Software License and Maint.	\$52,110
	Grand Total:	\$77,122

Adhering to our purchasing rules, I received three quotes from three different vendors from which to purchase the Palo Alto 3220 firewalls. I propose to award TechHeads as the selected vendor for purchasing the firewalls. The cost comparisons for purchasing the firewalls are as follows:

Vendor	Cost
TechHeads	\$77,122
Structured Communications	\$108,100
Sirius Computer Solutions	\$83,511

Thank you for your time and consideration.

Shane J Hoffman
 IT Manager
 Yamhill County

Accepted by Yamhill County
 Board of Commissioners on
7/30/2020 by Board Order
 # 20-251