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**Agenda Item
Regular Meeting of the
Board of Supervisors
Tuesday, October 28, 2025**

Item Number: 1.15

MEETING DATE: 10/28/2025

DEPARTMENT: INFORMATION TECHNOLOGY

AGENDA ITEM PREPARER: Luciano Cortes

DEPT HEAD/DIRECTOR: Esperanza Colio Warren

SUBJECT:

INFORMATION TECHNOLOGY DEPARTMENT - E. COLIO WARREN

1. Approve contract with Consltek for enterprise Cato firewall services, to provide critical network security, intrusion prevention, and secure connectivity for the County’s information technology infrastructure, for the period of November 1, 2025 through October 31, 2030 for a total contract amount of \$635,316.72, this agreement does not include termination without cause; and
 2. Authorize the Chairman, County Administrative Officer, or designee to sign the contract.
- SBC FILE NUMBER: 119.1

AGENDA SECTION:

CONSENT AGENDA

BACKGROUND/SUMMARY:

The County’s information technology infrastructure currently utilizes enterprise firewalls provided through Cato, which serve as a critical layer of protection against cyber threats, unauthorized access, and potential service disruptions. These firewalls are already deployed and in full operation, ensuring secure network traffic management, intrusion prevention, and advanced threat protection for County systems. The existing contract for firewall services is set to expire. To maintain uninterrupted protection and continued vendor support, the Information Technology Department recommends renewing the agreement with Cato. A five-year contract renewal totaling **\$635,316.72** has been negotiated to secure fixed pricing for the entire term of the agreement.

- **Year 1:** \$172,063.34
- **Years 2–5 (each year):** \$115,813.34

This approach ensures cost stability for the County while avoiding potential increases in annual subscription and support costs. In addition, the renewal guarantees ongoing access to critical updates, monitoring, and technical support necessary to keep the County's firewall systems current and secure against evolving cyber threats. Approval of this contract renewal will ensure the County continues to protect sensitive information, maintain compliance with cybersecurity best practices, and achieve budget predictability for the next five years.

Vendor Selection:

The Cato renewal did not go through a formal RFP process. This is a renewal of existing services already in place. Consltek was originally selected as the authorized reseller and support provider for Cato Networks, the current vendor providing our secure network and SD-WAN platform. Since Consltek is the vendor of record for our existing Cato implementation and holds our account with Cato Networks, they are the only party authorized to provide official renewal pricing and licensing under our current configuration.

Sole Source Justification:

This is a Sole Source renewal.

Cato Networks does not allow competing vendors to quote or manage renewals for existing accounts. All renewals must go through the assigned authorized partner — in this case, Consltek. Switching to a different reseller or initiating a new RFP would require a full migration of our Cato environment, resulting in additional setup costs, potential service interruptions, and security risks.

FISCAL IMPACT:

G/L #: 101.15.1065.1000.619.134 - \$635,316.72

STAFF RECOMMENDATION:

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ATTACHMENTS:

[Board Agenda Fact Sheet -Conseltek](#)
[Contract Consltek, Inc.](#)