



A Tradition of Stewardship  
A Commitment to Service

Agenda Date: 8/27/2019

Agenda Placement: 6N

## NAPA COUNTY BOARD OF SUPERVISORS Board Agenda Letter

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**TO:** Board of Supervisors

**FROM:** Jon Gjestvang - Chief Information Officer  
Information Technology Services

**REPORT BY:** Shawn Smith, Supervising Staff Services Analyst - 707.259.8665

**SUBJECT:** Approval of Agreement and Sole Source Award to Blue Lava, Inc., for Security Assessment Platform Software

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### **RECOMMENDATION**

Chief Information Officer requests the following actions:

1. A waiver of competitive bidding requirements and sole source award to Blue Lava, Inc., of Menlo Park, CA, for the purchase of a security assessment platform, pursuant to Napa County Code Section 2.36.090; and
2. Approval of and authorization for the Chair to sign an agreement with Blue Lava, Inc., for a maximum of \$43,986 for the term of September 1, 2019 through June 30, 2020 for cybersecurity risk assessment services.

### **EXECUTIVE SUMMARY**

Blue Lava, Inc., is a cybersecurity consulting firm that performs cybersecurity risk assessments and provides a platform for performing ongoing risk assessments and management of a risk-based security program.

Approval of today's requested action will allow a waiver of competitive bidding and sole source award to Blue Lava for the purchase of a security assessment platform. Additionally, approval will establish a professional services agreement with Blue Lava for consulting services associated with the security assessment platform. Approval of this purchase and professional services agreement will allow ITS to use the software platform for annual risk assessments and ongoing management of cybersecurity risks.

Blue Lava is not a local vendor.

**FISCAL IMPACT**

Is there a Fiscal Impact?	Yes
Is it currently budgeted?	No
What is the revenue source?	Information Technology Services
Is it Mandatory or Discretionary?	Mandatory
Is the general fund affected?	No
Future fiscal impact:	Future year costs will be included in the ITS budget and built into the ITS Cost Allocation Plan.
Consequences if not approved:	A cybersecurity risk assessment by a trusted external entity needs to be performed annually in order to identify cyber security risks to Napa County's technology infrastructure. Blue Lava is unique in that it also provides a secure platform for managing risks identified in the assessment. If not approved, ITS will have to look for other ways to develop a secure platform for cyber security risk management.

Additional Information:

**ENVIRONMENTAL IMPACT**

**ENVIRONMENTAL DETERMINATION:** The proposed action is not a project as defined by 14 California Code of Regulations 15378 (State CEQA Guidelines) and therefore CEQA is not applicable.

**BACKGROUND AND DISCUSSION**

A professional services agreement on September 10, 2018, and subsequently amended on December 17, 2018, for a total amount of \$67,700, was signed between the County Purchasing Agent and Blue Lava, Inc., for a cybersecurity risk assessment and consulting services. The executed agreement is valid through June 30, 2020.

ITS is implementing a formal information security program. One of the required elements of the program is an annual cybersecurity risk assessment. Security assessments are necessary to identify cyber security risks to Napa County's technology infrastructure. By doing so, ITS can identify and mitigate risks in order to reduce the likelihood of cybersecurity incidents and breaches. Blue Lava's expertise is in performing cybersecurity risk assessments based on security standards. Their cybersecurity consultancy performs cybersecurity risk assessments and provides a platform for performing ongoing risk assessments and management of a risk-based security program. In addition, they provide a secure risk management platform that will allow ITS to manage risks as well as document and track risk mitigations. Approval of today's requested action would allow ITS to utilize the Blue Lava security assessment platform and associated consulting services to more effectively manage and mitigate cybersecurity risks and perform the necessary annual risk assessment. Consulting services include post validation testing, validation of the County's security program, and a security strategy session.

The request is to authorize a waiver of competitive bidding requirements, because they are the only vendor with a combination of a cybersecurity risk management platform and cybersecurity assessment services, and a sole source award to Blue Lava for the purchase of their security assessment platform in the amount of \$43,986 for the term of September 1, 2019 through June 30, 2020. Additionally, today's request is to authorize the signing of a professional services agreement with Blue Lava for the aforementioned term for consulting services associated

with the security assessment platform.

Blue Lava is located in Menlo Park, CA, and is not a local vendor. However, given ITS' current professional services agreement with Blue Lava, they have extensive knowledge of the County's cybersecurity risk assessment needs and initiatives.

**SUPPORTING DOCUMENTS**

None

CEO Recommendation: Approve

Reviewed By: Helene Franchi