



CECIL COUNTY, MARYLAND

DEPARTMENT OF FINANCE

FISCAL IMPACT NOTE

SUMMARY OF LEGISLATION

SPONSOR: Council President at the request of the County Executive

RESOLUTION NO. 50-2021 – Approval – IT Protection Services – Multiple Year Contract

SYNOPSIS: A Resolution to approve a five (5) year agreement between the County and AccessIT Group, Inc. to purchase Checkpoint Direct Infinity Protection Services in the amount of \$1,250,000 that will advance the County's security architecture within our information technology system and provide the most advanced threat protection available on the market today.

FISCAL IMPACT SUMMARY: There is no additional fiscal impact in FY2022 as the Resolution supports the FY2022 approved budget for the cost of the first year of the agreement.

FISCAL ANALYSIS:

Cecil County has used CheckPoint for firewalls for nearly 20 years. Recently, County IT has investigated CheckPoint's Infinity product, which includes multiple security products in one integrated package.

Currently, between CheckPoint firewall licensing renewals, Cylance anti-virus, Sonicwall VPN licensing, and the proposed SOC solution quote, the FY2022 budget supports \$240,000 that instead will be used to support the first year of the Checkpoint agreement. In addition, capital investment in end-of-life firewalls worth approximately \$90,000 in the FY2022 budget will be saved by accepting this contract.

With the new Infinity Total Protection Agreement, the County will receive multiple services, in an integrated platform with a \$400,000 hardware allowance over the 5 years to add and replace end-of-life firewalls. The County also will receive a training budget of \$60,000 over 5 years, and professional services to help with project work above and beyond normal technical support. This contract will give the County additional cybersecurity capabilities that will facilitate a complete move to modern zero-trust architecture. Additionally, the County will receive capabilities to secure mobile devices and secure industrial control systems to achieve a level of cybersecurity never possible before with existing technologies.

The County will continue experience savings over the next five years by bundling the cybersecurity services into one agreement.