



## Agenda Report Form

### Open Session Item

**SUBJECT:** Quotation Award (Q-24-793) Rubrik Enterprise Data Protection for Information Technology Department

**PRESENTATION DATE:** November 5, 2024

**PRESENTATION BY:** Rick F. Curry, CPPO, Director of Purchasing; Josh O'Neal, Division Director, Information Systems

**RECOMMENDED MOTION:** Move to award the Quotation for the Rubrik Enterprise Data Protection to the responsible, responsive bidder, GHA Technologies Inc. of Scottsdale, AZ who submitted the responsive Total Lump Sum of \$349,284.39 for these services.

**REPORT-IN-BRIEF:** Rubrik is an enterprise data backup and ransomware protection product, consisting of hardware, software and cloud services to replace the County's current backup solution, which depends on hardware that has reached its end of life.

**DISCUSSION:** The Code of the Public Local Laws states that a contract over \$50,000 for the purchase or other expenditure shall be awarded by the Board to the lowest responsible bidder who submits a responsive bid. Request for Quotations are processed for purchases of commodities and services not exceeding \$50,000 and are normally awarded at the departmental level in concurrence with the Purchasing Department. Due to the recommendation of award the cost for the cameras/installation exceeded \$50,000, the Quotation is before the Board for an award. It was anticipated that these services would not exceed \$50,000.

It was anticipated these services would be quoted below the \$50,000 threshold which would not have required using the Invitation to Bid (ITB) advertisement process. As such, the Request for Quotation process was followed and not the formal bid process. As noted previously, a significant number of vendors reviewed the document; as such we do not believe publicly advertising the project in the newspaper or through the State's web site would have yielded any difference in the final outcome. Given the value of the quotations, the Board of County Commissioners' approval is necessary to award the purchase of the equipment.

**FISCAL IMPACT:** Funds in the amount of \$1,095,592 are available in the department's operating budget 10-11000.

**CONCURRENCES:** N/A

**ALTERNATIVES:** N/A

**ATTACHMENTS:** Quote Tabulation Matrix

**AUDIO/VISUAL NEEDS:** N/A

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Rubrik Enterprise Data Protection

TOTAL SUM (Item No.'s 1 through 10)	
Axelliant LLC Torrance	\$145,207,889.47
En-Net Services Frederick, MD	\$587,833.64
GHA Technologies Inc Scottsdale, AZ	\$349,284.39
Phaeton Solutions, LLC Reston, VA	\$571,144.51
vPrime Tech Inc Houston, TX	\$570,284.11