



DATE: July 30, 2020

TO: Brenda J. Billingsley, Director, Purchasing Division

THRU: David Clemente, Purchasing Manager, Purchasing Division

FROM: Howell Herring, Chief Information Officer, Enterprise Technology Services

PROJECT TITLE: Fortinet, Software Licenses, Subscriptions, and Fortinet branded hardware as Sole Brand

REQUISITION NO. ETS0001881

SOLE SOURCE/SOLE BRAND REQUEST

I. REQUEST: Provide a description of the features of the product/service or Scope of Work.

To provide Sole Brand designation of Fortinet Software Licensing, Subscriptions, Support, and Fortinet branded hardware in use on an Enterprise level by Broward County Agencies. Enterprise Technology Services requests to have Fortinet, a registered entity in the State of Florida, as the Sole Brand provider of Fortinet Software Licensing, Support, Subscriptions, and Fortinet branded hardware product offerings used in the Cyber Security protection of Broward County networks.

This Sole Brand designation is for procurement of standardized Fortinet product and services through a commodity-based contract. The Enterprise Technology Services (ETS) Division is seeking an authorized reseller of Fortinet holding governmental contracts most favorable to Broward County, and built to utilize economies of scale for discounting based on multi-customer use. Agencies throughout the County each utilize various procurement vehicles in obtaining Fortinet services and equipment. The Enterprise Technology Services Division is seeking to create a consolidated Enterprise wide procurement vehicle with an estimated expenditure of \$3,900,000 over a five-year term. ETS advocates for Board approval on a Motion to standardize the Fortinet product line recognizing long-term and continued use of this highly integrated product.

II. JUSTIFICATION: Please check all boxes that describe your reason(s) for determining that only one source or brand is reasonably available.

Only Sole Source/ Uniqueness

- Proprietary Item - this vendor/source has the only rights to provide this service or commodity. A letter from the manufacturer or authorizing entity is included in this request.
- Technology Improvements - updates or upgrades to an existing system, software, software as a service (SaaS), hardware purchases.
- Engineering Direction - engineering drawing or specification identifies product; "no substitutes or equivalents will be acceptable."
- Only qualified supplier - reliability and maintainability of the product or service would be degraded unless specified supplier is used; may void warranty. This request includes a copy of the current warranty information.
- Other/or Additional information - the County requires this sole source, sole brand purchase for the following reasons:

The Enterprise Technology Services Division and the Office of Regional Emergency Services & Communications rely on Fortinet product to provide a secure connection for various services. Recognized by Gartner as a market leader for network firewalls, Fortinet holds over 665 patents with over 30 product lines. With 455,000 customers, Fortinet holds 30% of the market share for security technology. Fortinet is one of the first manufactures to adopt TLS 1.3, provides product for Cloud services security, and provides a robust solution for Software Defined Wide Area Networking (SD-

Wan).
This Sole Brand request serves to provide protection of the investments in Fortinet products, training, and licensing. Broward County utilizes the Fortinet product line to secure business processing to the public in a safe, secure design. As a widely recognized leader in this market space, Fortinet remains the only vendor certified by NSS Labs in all nine aspects of network security product lines. In contrast, Checkpoint Firewalls deployed by ETS gained certification under NSS Labs for only three of the nine categories. Recognized in six (6) Gartner Magic Quadrants, Fortinet, as a Sole Brand continues to innovate in Firewall technology and carries a full product line that allow the County an ability to deploy multiple layers of security within the County networks.

Business Case (One/Most Reasonable Source or One/Most Reasonable Brand)

- Operational Compatibility - replacement parts from alternate suppliers are not interchangeable with original part and causes equipment incompatibility. Previous findings and/or documentation is included with this request.
- Ease of Maintenance - maintenance or retooling prohibits competition. Section III, Comparative Market Research includes estimated costs associated with changing current source and/or brand.
- Follow-On - potential for continued development or enhancement with same supplier and eliminates costs incurred by using different supplier. Section III, Comparative Market Research includes estimated costs for replacing current or existing system.
- Complies with existing community and safety standards, and/or laws, rules, and regulations.
- Exempted from the Procurement Code - per Section 21.18 of Broward County Administrative Code.
- Other/or additional information - using this sole source, sole brand purchase benefits the County for the following reasons:

The Enterprise Technology Services Division and the Office of Regional Emergency Services & Communications rely on Fortinet product to provide a secure connection for various services. Recognized by Gartner as a market leader for network firewalls, Fortinet holds over 665 patents with over 30 product lines. With 455,000 customers, Fortinet holds 30% of the market share for security technology. Fortinet is one of the first manufactures to adopt TLS 1.3, provides product for Cloud services security, and provides a robust solution for Software Defined Wide Area Networking (SD-Wan).
This Sole Brand request serves to provide protection of the investments in Fortinet products, training, and licensing. Broward County utilizes the Fortinet product line to secure business processing to the public in a safe, secure design. As a widely recognized leader in this market space, Fortinet remains the only vendor certified by NSS Labs in all nine aspects of network security product lines. In contrast, Checkpoint Firewalls deployed by ETS gained certification under NSS Labs for only three of the nine categories. Recognized in six (6) Gartner Magic Quadrants, Fortinet, as a Sole Brand continues to innovate in Firewall technology and carries a full product line that allow the County an ability to deploy multiple layers of security within the County networks.

III. COMPARATIVE MARKET RESEARCH: Provide a detailed source or market analysis for justification of sole source/brand or most reasonable source (attach extra sheets as needed).

Estimated project value: 3,900,000 Contract length (if applicable): Five Years

Expenses to date: Est. \$511,000

Has this commodity or service been previously provided to the County? Yes No

If yes, when and by whom? ModComp, Dell Marketing, various State and GSA contract vehicles

How was item/service procured? Reasonable source

What is the current contract (MA) or purchase order number? TEC211735G1_1, A1183405G1

If this is a sole brand, is there an "authorized" dealers list? Yes No

Cost/Benefit Analysis: What would the cost be to utilize an alternate vendor or source? This explanation should include the savings and/or additional costs to the County by not using the preferred vendor or source. Attach additional sheets if needed.

Historically, Broward County utilizes Mission Critical Systems, Inc. as the "Premier" reseller of Checkpoint Firewall software, licensing, support, and Checkpoint branded hardware. As a vendor supplying Firewall and security services since 2005, Mission Critical continues in their support of Broward County. Checkpoint as a vendor, is shifting into support cost models that are no longer sustainable. With pricing increases for annual support, a heavy focus from the vendor centers on Enterprise License Agreements and a continued rise in costs. Additionally, Agencies purchasing Checkpoint product find they must move up to a higher performing set of equipment to maintain proper data flow, an increase to support cost in outlying years. In an area where cutting edge technology and zero-day alerting of vulnerabilities is key to maintaining business operations, ETS has found Checkpoint at times, to fall behind in market offerings. It is in the best interest of Broward County to contemplate a change of manufacture and take all necessary steps in the cyber defense, and prevention of disruption to County operations.

CERTIFICATION: I have thoroughly researched the sole source or sole brand justification and fully understand the implications of Section 838.22 of the Florida Statutes:

(2) "It is unlawful for a public servant, with corrupt intent to obtain a benefit for any person or to cause unlawful harm to another, to circumvent a competitive bidding process required by law or rule by using a sole source contract for commodities or services."

(5) "Any person who violates this section commits a felony of the second degree, punishable as provided in s. 775.082, s. 775.083, or s. 775.084"

Keith A. Wolf

REQUESTOR/EVALUATOR (PRINT)

Howell Herring

DEPT/DIV DIRECTOR OR
DESIGNEE (PRINT)



Digitally signed by KEITH WOLF
Date: 2020.07.30 14:26:20 -04'00'

REQUESTOR/EVALUATOR (SIGN)

HOWELL HERRING

DEPT/DIV DIRECTOR OR DESIGNEE
(SIGN)

Digitally signed by HOWELL
HERRING
Date: 2020.07.30 15:18:55 -04'00'

July 30, 2020

DATE

July 30, 2020

DATE

The Purchasing Agent has reviewed the request and has completed the required due diligence per the Procurement Code Section(s) 21.34 and 21.35. The Purchasing Agent recommends the following:

Sole Source Sole Brand Reasonable Source RFI attached Rejected

Additional Information:

Purchasing Agent finds the request to standardize the Fortinet suite of products and services prudent, reasonable and timely. Full deployment of the Fortinet security solution across the broad Broward County enterprise and phasing out the Checkpoint firewall solution is necessary due to an escalating cost model and a lag in market innovation relative to changing security needs of the county. The incumbent Checkpoint firewall solution is no longer the technical leader in firewall security solutions. Rather, market indicators are clear that Fortinet has surpassed Checkpoint as the market leader in the firewall solution space (see Checkpoint_Fortinet Cost Analysis). ETS recognizes the increasing cost impact and decreasing technological advantage if the county stays with Checkpoint. Both systems are deployed in various Broward County agencies, however, ETS has determined that a Sole Brand designation for the Fortinet Solutions best serves and protects the County's investment to date and for the requested five-year period. Therefore, Purchasing Agent recommends approval of the Sole Brand/Standardization request.

Nicole Kelley
Purchasing Agent

**NICOLE
KELLEY** Digitally signed by
NICOLE KELLEY
Date: 2020.08.11
13:53:56 -04'00'

David Clemente,
Purchasing Manager:

**DAVID
CLEMENTE** Digitally signed by
DAVID CLEMENTE
Date: 2020.08.13
16:06:16 -04'00'

APPROVAL AUTHORITY
REASON/SUGGESTED ACTION (IF DISAPPROVED):

**BRENDA
BILLINGSLEY** Digitally signed by BRENDA
BILLINGSLEY
Date: 2020.08.28 13:21:37
-04'00'

Brenda J. Billingsley, Director,
Purchasing Division:



Enterprise Technology Services
1 N University Drive, Suite 4300A • Plantation, Florida 33324 • 954-357-8500 • FAX 954-357-5601

DATE: 08/06/2020

TO: David Clemente, Purchasing
Manager Purchasing Division

THROUGH: Nicole Kelley, Purchasing Agent
Purchasing Division

FROM: Keith A. Wolf, Information Systems Administrator, Infrastructure Services
Group Enterprise Technology Services

SUBJECT: Checkpoint Cost Analysis, Support and Subscription Pricing

The Enterprise Technology Services (ETS) Division utilizes Checkpoint Firewalls as a standard across many of the general funded Agencies. Checkpoint continues to shift its focus toward Enterprise wide support agreements (*Exhibit A*) and the strategy includes increases in standard support models (*Exhibit B*). As the number of Firewall assets grow throughout the County via a network segmentation project, the support costs continue to increase with additional inventory and annual increases. As evidenced by the Master Agreement with Mission Critical Systems, A2114064A1_1 (*Exhibit C*), expenditures for Checkpoint equipment and Checkpoint support indicates a trend of support costs surpassing the investment in inventory assets.

Additionally, Agencies purchasing Checkpoint product find they must move up to a higher performing set of equipment (*Exhibit D*) to maintain proper data flow and eliminate bottlenecks for processing data. Moving into a higher class of equipment creates a higher cost for support.

ETS has evaluated the Fortinet product lines and seeks to standardize on this product and transition from Checkpoint to Fortinet. Heavily used for by the Regional Emergency Services and Communication Division, Fortinet has a demonstrated ability (*Exhibit D*) to meet the needs of the County across all Agencies.

Using the Libraries Division as a baseline, an analysis of the quotation for support of 36 Checkpoint Firewalls as compared to Fortinet utilized two-factors. Support costs analyzed showed an 18.9% reduction in cost over an annual period. Equipment used for the analysis demonstrated that Fortinet with higher specifications, allowed for reduction in operating expenses. This analysis (*Exhibit E*) aligns with the same conclusions of the analysis performed by Gartner.

In FY20, Broward County expects to purchase \$516,039.54 in support and subscription plans for Checkpoint Firewalls. Using the baseline figure of 18.9% discount across the Enterprise, this translates into an annual cost avoidance of \$97,000 or, \$485,000 over five-years while having an advantage of a more robust technology offered by Fortinet.

Thank you for your prompt attention to this matter. If you have any questions, please contact Keith A. Wolf at 954-357- 5918 or via email at kawolf@broward.org.

EXHIBIT A – Enterprise Agreement “Infinity”, 36 Months Paid in Advance

Checkpoint Infinity Proposal

Annual Infinity base Price	\$664,000
Annual product allowance included	\$150,000
Employee protection: Endpoint, Sandblast Mobile and Office 365 protection	Up to 6,000 users
Annual cloud protection budget:	\$150,000
Included management license	CPSM-NGSM50-MD5
Security subscription	Next Generation Threat Prevention and zero-day protection
3Y Renewal support and services of current IB* as part of an Infinity proposal only	Included
Support	Premium support
Infinity base price for 3 years	\$1,992,000

EXHIBIT B – Current projected Support and Subscription Costs

Check Point Standard Maintenance

Checkpoint Accounts Maintenance And Support From Sep 2020 - Sep 2021									
Owner	UserCenter ID	Acc Name	# of Products	Type of Products	Support Type	Support Disc.	Subscription Type	Subscription Disc.	Total Disc.
ETS	6599027	ETS - Standard	77	5-3200,29-1400,41-3100,1-MDS,1-Log	Standard	\$ 57,493.48	None		\$ 57,493.48
ETS	6931605	ETS - Premium	4	15600	Premium	\$ 170,785.50	NGTX	\$ 67,691.00	\$ 238,476.50
ETS	7967432	Traffic Engineering	1	3100	Standard	\$ 540.38	NGTP	\$ 1,902.40	\$ 2,442.78
Port	8102421	Port Everglades	2	5600	Standard	\$ 6,769.92	NGTP	\$ 12,988.80	\$ 19,758.72
Transit	8045140	Transit Division	10	1490	Standard	\$ 6,768.28	NGTP	\$ 4,756.00	\$ 11,524.28
Aviation	8090044	Aviation Dept	2	5600	Standard	\$ 6,769.92	NGTP	\$ 12,988.80	\$ 19,758.72
Library	8013577	Library Standard	36	3100	Standard	\$ 16,875.60	None		\$ 16,875.60
Library	7972839	Library Premium	2	15600	Premium	\$ 73,263.72	NGTX	\$ 33,314.96	\$ 106,578.68
WWS	6405339	Water &Wastewater	7	1-Smart-1, 4-15600,1-5600,1-Mgmt Serv.	Premium	\$ 82,858.54	NGTX	\$ 80,503.50	\$ 163,362.04
					Total	\$ 422,125.34		\$ 250,225.46	\$ 636,054.16

EXHIBIT C – Mission Critical Systems Inc. Current Spend, Equipment and Support

EXHIBIT D – Gartner Firewall Vendor Analysis

Magic Quadrant for Network Firewalls
Published 17 September 2019 - ID
G00375686

Figure 1. Magic Quadrant for Network Firewalls

Source: Gartner (September 2019)



Vendor Strengths and Cautions

Check Point Software Technologies

Strengths

Pricing Strategy: Check Point offers a simple pricing model where appliances come with a choice of three bundles of subscriptions: Next Generation Firewall (firewall, intrusion detection and prevention system [IDPS], application control and URL filtering), Next Generation Threat Prevention (Next Generation Firewall features plus antivirus, anti-spam and anti-bot), and Next Generation Threat Prevention & SandBlast NGTX (NGTP plus sandboxing and content disarm and reconstruction). Check Point also offers the Infinity Total Protection ELA, as well as a-la-carte pricing.

- Product Execution: Check Point has one of the largest threat research teams among the vendors evaluated in this research. It also offers a third-party threat intelligence feed as an additional option for customers, further increasing the scope of its

threat intelligence offering. The vendor's attach rates for its add-on products are higher than many competitors, which improves its threat intelligence capabilities.

- Scalability: Check Point has invested heavily in building specialized offerings to respond to vertical-specific challenges, including ruggedized appliances for critical infrastructure, telecom-specific hyperscale, and protocols such as GTPv1, GTPv2, Diameter, SCTP and SS7. The Maestro Hyperscale Orchestrator appeals to certain verticals like telecommunications and carrier-grade networks that value extremely high throughput capacities.
- Feature: Check Point continues to lead in centralized management offerings, even for very large, complex, and highly exposed environments. Its management suite includes several features such as multidomain security management and smart provisioning to specifically serve managed security service providers (MSSPs).

Cautions

- Marketing Execution: Gartner estimates that, in 2018, Check Point lost market share to its rivals and increasingly is less visible in Gartner client inquiries. Client surveys indicate that the vendor is often left off shortlists when clients are considering replacement of incumbent firewall vendors.
- Market Responsiveness: Check Point is lagging its competition in introducing a full FWaaS offering. The vendor continues to lack the SD-WAN focus found with other firewall vendors.
- Product: Check Point Security Management Portal (SMP; cloud-based management console) is only available for limited firewall models and lacks support for the entire firewall series. Check Point firewalls also lack support for TLS 1.3; the product currently downgrades TLS 1.3 connections to TLS 1.2 when decrypting traffic.
- Customer Feedback: Customers and surveyed resellers perceive performance issues requiring purchase of larger appliances than anticipated, giving lower scores for overall performance, especially when enabling multiple features such as DLP. While Check Point is one of the most shortlisted firewalls for public IaaS platforms, clients cite that the installation and deployment process is not a smooth experience and often requires professional services or help from the support team.
- Marketing Strategy: Check Point continues to market Infinity as both an architecture and an ELA around the concept of generational threat protection (currently Gen V). Gartner client's express confusion around this messaging and which solutions the vendor can provide to help protect their environment. Check Point lacks strong positioning and product messaging.
- Technical Support: Gartner clients continue to cite that Level 3 escalations take longer than Level 1 and Level 2 escalations, and that the vendor lacks in timely updated communication while the team is working on it.

Fortinet Strengths

- SD-WAN: Fortinet offers integrated SD-WAN capabilities within its E-Series firewalls, which makes it a favorable shortlist candidate for distributed enterprise use cases. It comes with capabilities like application-based routing, especially for SaaS applications like Office 365 that are easy to configure. The vendor also offers features such as multipath automated failover for specific applications based on health performance, latency, jitter, and packet loss, which enhance the performance of the applications.
- SSL Decryption: This year, Fortinet introduced support for TLS 1.3 in the FortiOS 6.2 release. This feature enhances existing deeper inspection capabilities for the Web Filter profile with flow-based inspection mode enabled and for the SSL/SSH Inspection profile.
- Geographic Presence: FortiGate firewalls continue to be visible on Gartner client firewall shortlists in different regions, competing with regional players. Regional players have also cited Fortinet as one of the top three competitors for them locally.
- Licensing: While the majority of Gartner clients generally complain about complex licensing by most enterprise-grade firewall vendors, Fortinet has maintained its simpler licensing by offering bundle-based licensing, which is easier to understand and renew for end users.

Cautions

- Visibility: Despite support for multiple cloud IaaS platforms, FortiGate is not visible on Gartner client shortlists as a

preferred firewall on IaaS platforms, compared to prominent competitors that have more visibility in this use case.

- **Product:** Although Fortinet offers security fabric and API integration capabilities for integration of its products, it lacks mature direct integration capabilities of its firewalls with other security products in the portfolio for threat correlation. The vendor offers basic visibility into infected hosts and their vulnerabilities through FortiClient as a dashboard widget but lacks mature direct threat correlation capabilities with FortiGate. FortiManager and FortiManager Cloud lack the management controls of FortiWeb, FortiSIEM and FortiCASB.
- **Offering:** The vendor has more focus on hardware-based offerings than cloud service offerings. Fortinet lacks cloud-based outbound filtering services such as FWaaS directly to its clients, especially for distributed office and roaming user use cases that prefer cloud-based services rather than hardware appliances.
- **Customer Feedback:** Fortinet clients often cite that the logs offered are not easy to drill through to find an incident and are more complicated compared to other firewall market leaders.
- **Customer Experience:** Surveyed clients have reported on the management complexities of the firewall as more and new features are added. This also leads to frequent UI changes, which makes administration complex. Clients have cited that application control is not tightly integrated with the firewall and creates administration complexity while creating firewall rules.

EXHIBIT E – Libraries Baseline Model

	Small Branch				
Vendor/Model	Fortinet 61F	Checkpoint 1490		Fortinet 101F	Checkpoint 3100
Firewall Throughput	10 Gbps	4 Gbps		18 Gbps	3.15 Gbps
IPS	1.4 Gbps	800 Mbps		1.6Gbps	1.1 Gbps
NGFW	1 Gbps	800 Mbps		800Mbps	850 Mbps
Threat Protection	700 Mbps	500 Mbps		700 Mbps	510 Mbps