



BID COMMITTEE REPORT

Meeting Date: July 11, 2024.
Contact: Alexander Ralph
Contact No.: 604 829 2092

TO: Bid Committee
FROM: Chief Procurement Officer

RECOMMENDATION

Recommendation to enter into a sole source contract with Varonis Systems, Inc., 1250 Broadway Street 28th floor, New York, New York 10001, for Provision of a Data Security Platform.

Varonis Systems, Inc. software license subscriptions, professional services and ongoing software support services will be purchased through the City's existing Reseller Services Agreement with CDW Canada Corp, dated November 8, 2022 (reference PS20190498 Category 2 – Provision of Value-Added Reseller for Enterprise Software and Services).

Solicitation Number:	Notice of Intent to Contract - PS20240843-COV-NOITC
Description of the Services:	Provision of a Data Security Platform
Recommended Vendor:	Varonis Systems, Inc.
Contract Term and Estimated Contract Value:	The recommended term of the contract is three (3) years. The estimated contract value is \$2,300,000, plus applicable taxes, over the three (3)-year term of the contract.

PROCUREMENT SUMMARY

Date of Issuance of NOITC:	June 24, 2024
Notices Sent:	Supply Chain Management sent notices to two (2) proponents.
Closing Date:	July 8, 2024
Responses Received:	Varonis Systems, Inc. CDW Canada Corp

COMMENTS

The recommended contract meets the following requirements:

- a) The City advertised the procurement in accordance with the City's Procurement Policy (ADMIN-008);
- b) All conditions of Section 9.1 (b) of the City's Procurement Policy (ADMIN-008) have been met [Permitted Sole Source – Single Supplier or Other Exigent Circumstances Precluding an Effective Competitive Procurement]: i) the City's Chief Procurement Officer has determined that the recommended sole source will obtain best value for the City without violating any applicable trade agreement; ii) the City's Chief Procurement Officer has posted an NOITC which did not receive any challenges; and iii) the form of contract has been approved by the City Solicitor;
- c) The City's Financial Planning & Analysis department and the client business unit (Technology Services) reviewed and concurred on the procurement budget and the recommended vendor;
- d) Pursuant to the City's Procurement Policy (ADMIN-008), the Bid Committee has authority to approve the contract because the total price is greater than \$1,000,000;
- e) If Bid Committee approves this report, the City's Senior Category Manager, Chief Procurement Officer, and Deputy City Manager will have the authority to negotiate, execute, and deliver all legal documents for this procurement on behalf of the City; and
- f) As the Bid Committee approval is a pre-contractual award, the terms and conditions of the final agreement may vary as a result of the negotiation with the proposed vendor.

DECISION

Pursuant to the City's Procurement Policy (ADMIN-008), the Bid Committee approved the contract with Varonis Systems, Inc. for the Provision of a Data Security Platform under PS20240843-COV-NOITC.