

Memorandum



Date: October 15, 2026

To: Honorable Chairman Anthony Rodriguez
and Members, Board of County Commissioners

From: Daniella Levine Cava
Mayor 

IEIC
Agenda Item No. 3(B)

Subject: Request for Additional Time and Expenditure Authority to Pre-Qualification Pool for Network Security

Summary

This item is for additional time and expenditure authority for a prequalification pool for network security products and services. This pool allows the Communications, Information and Technology Department (CITD), on behalf of multiple County departments, to purchase network security hardware, and software, as well as maintenance support and professional services through spot market competitions. The additional time and expenditure authority will provide CITD with a competitive pool to continue procuring these solutions and services on an as-needed basis to address evolving cybersecurity requirements and support essential County operations. CITD will continue to apply WISE305 principles by identifying opportunities to optimize purchases, standardize, and prioritize essential needs.

Managing an enterprise network the size of Miami-Dade County requires a deeply layered defense strategy combining robust hardware and advanced software solutions. Hardware acts as the physical outer shield for a large network, using firewalls and gateway devices to block outside attacks and keep critical public systems online. Software sits inside that perimeter, actively tracking user activity, blocking hidden malware, and securing remote devices that hardware can't see. Using both together gives the County complete coverage protecting physical infrastructure from outside overload while constantly monitoring and stopping internal threats in real time. The pool is critical to the operations of the County and provides CITD with the ability to purchase network security software, hardware, maintenance and support services, as well as Cloud and professional services. Vendors in this pool provide the County with network security hardware, including but not limited to routers, gateways, switches, remote access devices, firewall/appliances, intrusion detection and prevention systems, and content switching. Additionally, the County purchases network security software that includes but is not limited to, user behavior monitoring (zero trust), network access control, single sign-on, multi-factor authentication, virtual private network (VPN), secure remote user support, and system vulnerability scanning.

CITD has confirmed that the pool is meeting its needs, and there is healthy participation from the prequalified vendors. The pool requirements have not changed, and it is further anticipated that if the pool was resolicited, the same vendors would prequalify. Additionally, due diligence was performed on all prequalified vendors, and no issues were identified. The pool will remain open, allowing new vendors that meet the prequalification criteria to be added on a continuous basis. To encourage participation, outreach events are held on an ongoing basis to inform vendors about pool opportunities and the benefits of becoming prequalified. Therefore, a five-year extension is being requested to take advantage of on-going efforts and efficiencies built under the existing pool, ensuring continued growth and effectiveness. Extension of the pool will continue to streamline processes and reduce time to procure these goods and services, saving the County time and money and reducing administrative barriers for our vendors.

Recommendation

It is recommended that the Board of County Commissioners (Board) approve extending *Prequalification Pool No. RTQ-01891, Network Security* for five years with \$30,722,000 in additional expenditure authority for CITD, on behalf of multiple County departments.

Background

The Board approved establishment of this pool on March 1, 2022, through Resolution No. R-195-22, for a five-year term. CITD uses the pool to purchase network security hardware, software, cloud solutions, services, and related maintenance and installation support for County departments. The current pool includes 11 prequalified vendors, five of which are local businesses. In efforts to increase participation, the County conducted several outreach events through INFORMS and DemandStar and invited more than 800 vendors.

As this is an open pool, market research and outreach were conducted to identify additional vendors via INFORMS and DemandStar notices; nine additional vendors submitted their documents for inclusion in the pool. This extension will allow existing prequalified vendors to remain in the pool provided they continue to meet the requirements, resulting in greater efficiency for both existing vendors and the County due to a reduction in administrative work. Continuing with the current pool will allow existing vendors to focus on accessing bid opportunities, as opposed to repeating prequalification documentation. Continuing the existing open pool preserves access to qualified vendors, reduces administrative duplication, supports network security planning, and allows CITD to continue using an established structure for timely, competitive spot market purchases.

The requested additional expenditure authority will support major cybersecurity initiatives across multiple County departments. These purchases will strengthen critical cybersecurity functions, including firewall modernization, cloud security, identity and access management, vulnerability management, and the protection of County networks, systems, and critical infrastructure from evolving cyber threats. This extension ensures the uninterrupted procurement of mission-critical network security hardware, enterprise security software, maintenance support, and professional deployment services across all County departments and Constitutional Offices supported. Major planned investments include:

- \$18.26 million for CITD enterprise cybersecurity initiatives, including \$4.79 million for CyberArk to protect privileged administrator accounts that control the County's most critical systems, and \$3.93 million for Fortinet Cloud firewalls to protect County cloud environments from unauthorized access and cyberattacks.
- \$7.62 million for MDAD cybersecurity modernization, including \$3.32 million for the migration of the airport's primary firewall systems and \$1.99 million for Fortinet solutions to protect airport networks and critical operating systems.
- \$1.75 million for MDFR wide-area network deployment technology that will securely connect Fire Rescue facilities and emergency operations while improving network reliability, performance, and centralized management.

Scope

The impact of this item is countywide in nature.

Delegated Authority

There is no additional delegation of authority sought in this item as the authority to solicit pricing and award contracts up to an aggregate amount of the allocation authorized by the Board, exercise all provisions of the solicitation documents and any resulting contracts pursuant to Section 2-8.1 of the County Code and Implementing Order 3-38, and add vendors to the pool at any time, subject to ratification by the Board on a bi-annual basis, was granted when the pool was established. Any contract award under the prequalification pool exceeding \$5,000,000, or \$1,500,000 for Miami-Dade Aviation Department, is subject to ratification by the Board.

Fiscal Impact/Funding Source

The current pool expires on March 31, 2027, and has a cumulative allocation of \$31,866,000. If this request is approved, the pool will have a modified cumulative allocation of \$62,588,000 and will expire on March 31, 2032. The requested expenditure authority is based on historical utilization, anticipated activity during the remainder of the current term, CITD's projected needs for network security hardware, software, and subscription renewals and the proposed five-year extension. The allocation also accounts for potential market volatility and cost exposure associated with cybersecurity hardware and software.

Department	Existing Cumulative Allocation	Additional Allocation Requested	Modified Cumulative Allocation	Funding Source	Budgeted
CITD	\$31,866,000	\$30,722,000	\$62,588,000	Internal Service Funds	FY 2026-27 Proposed Budget Volume 3, Page 178, Other Operating*
Total	\$31,866,000	\$30,722,000	\$62,588,000		

***As this is a countywide enterprise contract, most of the costs are not budgeted within CITD's budget but are instead distributed across the entire enterprise.*

Track Record/Monitor

Natalya Vasilyeva of the Strategic Procurement Department (SPD) is the Division Director.

Prequalified Vendors

Vendor	Principal Address	Local Address	Principal
Optiv Security, Inc.	1144 15 Street, Suite 2900 Denver, CO	None	Kevin Lynch
Insight Public Sector, Inc.	2701 East Insight Way Chandler, AZ	None	Scott Friedlander
World Wide Technology LLC	1 World Wide Way Maryland Heights, MO	None	James P. Kavanaugh
GigaNetworks, Inc.	835 NE 79 Street Miami, FL	Same	David C. Mendenhall
Compuquip Technologies LLC	100 SE 3rd Ave, Suite 1000 Fort Lauderdale, FL	None	Eric Dosal
United Data Technologies, Inc.	2900 Monarch Lakes Boulevard, Suite 300 Miramar, FL	14042 NW 82nd Ave Hialeah, FL	Gerard Amaro
PC Solutions & Integration Inc.	4937 SW 75 Avenue Miami, FL	Same	David H. Rudnick
Atlantic Data Security LLC	330 Roberts Street, Suite 301 East Hartford, CT	None	Eric Romkey
Digitalera Group LLC	8750 NW 36 Street, Suite 270 Doral, FL	Same	Patrick J. Dyer
NWN Corporation	659 South County Trail Exeter, RI	66 W Flagler St, # 900 Miami, FL	James Sullivan
Guidepoint Security LLC	1900 Reston Metro Plaza Suite 701 Reston, VA	None	Jonathan Singer

Due Diligence

Pursuant to Resolution No. R-187-12, due diligence was conducted in accordance with SPD's Procurement Guidelines to determine vendor responsibility, including verifying corporate status and that there are no performance and compliance issues through various vendor responsibility lists and a keyword internet search. The lists that were referenced included convicted vendors, debarred vendors, delinquent contractors, suspended vendors, and federal excluded parties. There were no adverse findings relating to vendor responsibility.

Applicability of Ordinances and Contract Measures

- The two percent User Access Program applies where permitted by funding source.
- The Small Business Enterprise Bid Preference and Local Preference will be applied at the time of spot market competition where permitted by the funding source.
- The Living Wage Ordinance does not apply.

A handwritten signature in blue ink, appearing to read 'Carladenise Edwards', written over a horizontal line.

Carladenise Edwards
Chief Administrative Officer



MEMORANDUM

(Revised)

TO: Honorable Chairman Anthony Rodriguez
and Members, Board of County Commissioners

DATE: November 17, 2026

FROM: 
Gen Bonzon-Keenan
County Attorney

SUBJECT: Agenda Item No.

Please note any items checked.

- ☐ "3-Day Rule" for committees applicable if raised
- ☐ 6 weeks required between first reading and public hearing
- ☐ 4 weeks notification to municipal officials required prior to public hearing
- ☐ Decreases revenues or increases expenditures without balancing budget
- ☐ Budget required
- ☐ Statement of fiscal impact required
- ☐ Statement of social equity required
- ☐ Ordinance creating a new board requires detailed County Mayor's report for public hearing
- ☐ No committee review
- ☐ Requires more than a majority vote (i.e., 2/3's present ____, 2/3 membership ____, 3/5's ____, unanimous ____, majority plus one ____, CDMP 7 votes (majority of membership) ____, CDMP 2/3 members present but not less than 7 votes (majority of membership) ____, CDMP 9 votes (2/3 membership) ____) to approve
- ☒ Current information regarding funding source, index code and available balance, and available capacity (if debt is contemplated) required

Approved _____ Mayor
Veto _____
Override _____

Agenda Item No.

RESOLUTION NO. _____

RESOLUTION AUTHORIZING ADDITIONAL TIME OF FIVE YEARS AND EXPENDITURE AUTHORITY UP TO \$30,722,000.00 FOR A TOTAL MODIFIED CUMULATIVE POOL AMOUNT OF \$62,588,000.00 FOR PREQUALIFICATION POOL NO. RTQ-01891, NETWORK SECURITY, FOR THE COMMUNICATIONS, INFORMATION AND TECHNOLOGY DEPARTMENT ON BEHALF OF MULTIPLE COUNTY DEPARTMENTS; PROVIDED THAT ANY CONTRACT AWARD UNDER THE POOL EXCEEDING \$5,000,000.00, OR \$1,500,000.00 FOR MIAMI-DADE AVIATION DEPARTMENT, IS RATIFIED BY THE BOARD

WHEREAS, this Board desires to accomplish the purposes outlined in the accompanying memorandum, a copy of which is incorporated herein by reference,

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that this Board authorizes additional time of five years and expenditure authority up to \$30,722,000.00 for a total modified cumulative pool amount of \$62,588,000.00 for Prequalification Pool No. RTQ-01891, Network Security, for the Communications, Information and Technology Department on behalf of multiple County departments; provided that any contract award under the pool exceeding \$5,000,000.00, or \$1,500,000.00 for Miami-Dade Aviation Department, is ratified by the Board. A copy of the pool documents is on file with and available upon request from the Strategic Procurement Department.

The foregoing resolution was offered by Commissioner _____, who moved its adoption. The motion was seconded by Commissioner _____ and upon being put to a vote, the vote was as follows:

Anthony Rodriguez, Chairman	
Kionne L. McGhee, Vice Chairman	
Marleine Bastien	Juan Carlos Bermudez
Sen. René García	Oliver G. Gilbert, III
Roberto J. Gonzalez	Keon Hardemon
Danielle Cohen Higgins	Vicki L. Lopez
Natalie Milian Orbis	Raquel A. Regalado
Micky Steinberg	

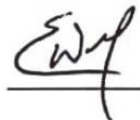
The Chairperson thereupon declared this resolution duly passed and adopted this 17th day of November, 2026. This resolution shall become effective upon the earlier of (1) 10 days after the date of its adoption unless vetoed by the County Mayor, and if vetoed, shall become effective only upon an override by this Board, or (2) approval by the County Mayor of this resolution and the filing of this approval with the Clerk of the Board.

MIAMI-DADE COUNTY, FLORIDA
BY ITS BOARD OF
COUNTY COMMISSIONERS

JUAN FERNANDEZ-BARQUIN, CLERK

By: _____
Deputy Clerk

Approved by County Attorney as
to form and legal sufficiency.



Eduardo W. Gonzalez