



Internal Memorandum

Date: 02/28/2022 – updated 04/08/2022

To: Lonnie Robbins, Chief Administrative Officer
Department of County Administration

From: Brandee Ganz, Director *BF*
Department of Technology and Communication Services

Subject: Written Testimony for Legislation
New Multi-Year Agreement with ePlus Technology, Inc.
For Security Choice ELA

The County's existing Security agreement expires in July 2022. To provide cost savings to the County, it is advantageous that we enter into a multi-year agreement with ePlus Technology, Inc. The agreement term will be for 5 years (annual costs detailed below). We have an existing Cooperative Purchase with ePlus: Howard County Agreement PA-003-2022.

The current Security Choice ELA provides Email Security in the form of SPAM detection, a VPN licensing, threat detection feed from Cisco for our firewalls, and the licensing required the Identity Services Engine (ISE) currently used for secure authentication.

Cisco email security (SPAM detection), VPN licensing, firewall licensing and active threat monitoring, as well as ISE are heavily used in the County's day to day operations.

The below table shows the estimated cost savings. Annual payments on the proposed five-year agreement are \$576,407.70. Historically, annual payments with no agreement in place have increased substantially each year. By entering into a multi-year agreement, we project that the County will save \$1,144,432.30 in licensing and support costs.

Project	Fiscal Year	Cost w/ multi-yr agmt.	Cost w/out multi-yr agmt.	Savings
1 – Year 1	2023	\$576,407.70	\$805,294.16	\$228,886.46
2 – Year 2	2024	\$576,407.70	\$805,294.16	\$228,886.46
3 – Year 3	2025	\$576,407.70	\$805,294.16	\$228,886.46
4 – Year 4	2026	\$576,407.70	\$805,294.16	\$228,886.46
5 – Year 5	2027	\$576,407.70	\$805,294.16	\$228,886.46
Totals:		\$2,882,038.50	\$4,026,470.80	\$1,144,432.30

*PLEASE NOTE THAT THE COST W/OUT MULTI-YR AGMT. AMOUNTS DO NOT TAKE INTO ACCOUNT ROUTINE ANNUAL PRICE INCREASES, WHICH ARE VERY SIGNIFICANT AND COULD BE UPWARDS OF 20% + EACH YEAR ON TOP OF WHAT IS LISTED ABOVE.