

**ITEMS REQUIRING BOCC APPROVAL**  
**January 16, 2025**  
**(2 Items)**

**1. SECURITY PATCH & ASSET MANAGEMENT SOLUTION -- DIVISION OF INFORMATION TECHNOLOGY (DIT)**

**FUNDING--DIVISION OF INFORMATION TECHNOLOGY**

(Joint Governmental Purchase-The Interlocal Purchasing System (TIPS) Contract # 230105)

#25-2003 Contract

Description	White Rock CyberSecurity	
	Annual Cost	Extended Cost
Heimdal Security Patch & Asset Management Solution (36 months)	<b>\$35,800.00</b>	<b>\$107,400.00</b>

On the recommendation of Lee Barrier, on behalf of the Division of Information Technology (DIT), Anna Meyerhoff-Cole moved to utilize **The Interlocal Purchasing System (TIPS) Contract #230105 with White Rock Cybersecurity in the amount of \$107,400.00 for a period of 36 months beginning March 10, 2025 through March 9, 2028.** Brandi Baily seconded the motion. The motion passed unanimously.

Heimdal Security Patch & Asset Management Solution is designed to automate and streamline the deployment of patches across various platforms, including Microsoft Windows, Linux, and third-party applications. It ensures seamless updates through features like the automated patching, and cross-platform compatibility.

This software employs secure deployment with encrypted packages and peer-to-peer distribution to optimize bandwidth usage while eliminating traditional client-server dependencies. Additionally, it offers comprehensive vulnerability intelligence and compliance reporting, enabling organizations to maintain secure and compliant IT environments efficiently.

The software currently used by the county (DesktopCentral) experienced a renewal price increase of a little over \$10,000.00. By switching, we not only gain enhanced features such as improved patching automation, a vendor-to-end-user patch deployment time of under four (4) hours, peer-to-peer patch distribution, and cross-platform support but also achieve a significant cost savings of \$11,346.00.

Notes:

DIT received quotes from two (2) other vendors:

Zoho Corp: \$141,438.00 for 36 months coverage

Dataedge Solutions Corp: \$140,400.00 for 36 months coverage

Utilizing the TIPS contract results in significant savings.

**Questions and Answers (January 9, 2025)**

Philip Davolt: What services does this contract provide?

James Arnce: With this software, it allows us to do asset tracking, license tracking, as well as being able to patch servers and desktops. It keeps us compliant, helps us protect against ransomware, by keeping everything all up to date and protected.

Philip Davolt: I noticed it had some automation. Are you automating your server updates as well? Or is this just workstation updates that are automated?

James Arnce: It does workstation and server. When we talk about automation, we also talk about like, pushing what's called packages. So if we need to push like the desktop software that's on there, we could push that out to everybody who needs it. We also do manual patches, but the manual process is being able to go through and select what patches need to be on each station after we do our testing and then start pushing it out. If we find that there's patches that are not working correctly, we're able to prevent those from going out with this software.

Philip Davolt: Lastly, you're still going to maintain your monthly patching?

James Arnce: Yes.

Tim Myers: Do we have any experience with White Rock Cybersecurity?

James Arnce: We do not. They are a brand new vendor.

## Questions and Answers (January 16, 2025)

Russell Leeds: What was the price discrepancy? I don't see it on the document.

James Arnce: The issue that happened was, when we were originally looking at this product, we kind of took a broad look to see all the options that they provided. When they provided the quote, they provided the quote with everything on one so when we told them what we needed, in the end, there was a piece that got removed that we actually need. So that was a piece that was added in.

Russell Leeds: So the cost went up a little bit last time we saw this?

James Arnce: Yes but it's still a savings from the previous version. So there is still about a \$11,000.00 a year cost savings.

**BOARD OF BIDS AND CONTRACTS JANUARY 16, 2025**

**2. ARCGIS PRODUCT MAINTENANCE 2025 -- DIVISION OF INFORMATION TECHNOLOGY (DIT)**

**FUNDING -- GIS**

(Single Source)

#25-2005 Contract

Item	ESRI, Inc. dba Environmental Systems Research Institute, Inc.		
	Quantity	Unit Price	Total
ArcGIS Desktop Advanced Concurrent Use Primary 2/1/2025 - 1/31/2026	2	\$3,475.00	\$6,950.00
ArcGIS Desktop Advanced Concurrent Use Secondary 2/1/2025 - 1/31/2026	9	\$1,400.00	\$12,600.00
ArcGIS Spatial Analyst for Desktop Concurrent Use Primary 2/1/2025 - 1/31/2026	1	\$580.00	\$580.00
ArcGIS 3D Analyst for Desktop Concurrent Use Primary 2/1/2025 - 1/31/2026	1	\$580.00	\$580.00
ArcGIS Publisher for Desktop Concurrent Use Primary 2/1/2025 - 1/31/2026	1	\$580.00	\$580.00
ArcGIS Desktop Basic Single Use Primary 2/1/2025 - 1/31/2026	1	\$460.00	\$460.00
ArcGIS Desktop Basic Single Use Secondary 2/1/2025 - 1/31/2026	5	\$350.00	\$1,750.00
ArcGIS Data Reviewer Desktop Concurrent Use Primary 2/1/2025 - 1/31/2026	1	\$580.00	\$580.00
ArcGIS Data Reviewer Desktop Concurrent Use Secondary 2/1/2025 - 1/31/2026	1	\$230.00	\$230.00
ArcGIS Network Analyst Desktop Concurrent Use Primary 2/1/2025 - 1/31/2026	1	\$580.00	\$580.00
ArcGIS Insights in ArcGIS Enterprise Term License 2/1/2025 - 1/31/2026	5	\$550.00	\$2,750.00
ArcGIS Developer Bundle Migration from ArcGIS Developer Professional Annual Subscription 2/1/2025 - 1/31/2026	1	\$1,800.00	\$1,800.00
ArcGIS Enterprise Advanced Up to Four Cores 2/1/2025 - 1/31/2026	2	\$11,775.00	\$23,550.00
<b>Grand Total</b>			<b>\$52,990.00</b>

On the recommendation of Lee Barrier, on behalf of the Division of Information Technology (DIT), Brandi Baily moved to **accept the quote from ESRI, Inc. dba Environmental Systems Research Institute, Inc. in the amount of \$52,990.00.** Anna Meyerhoff-Cole seconded the motion. The motion passed unanimously.

ESRI, Inc. is the primary desktop and enterprise software used to maintain geospatial databases, develop web mapping applications, perform geospatial data analysis, and create cartographic products for the following internal and external customers: Emergency Communications, Appraiser's Office, County Commission, County Manager, County Clerk, District Attorney, Elections, Emergency Management, EMS, Finance, Fire District 1, Health, MABCD, Sheriff, and Treasurer, as well as local businesses, community development, engineering firms, municipalities, non-profits, post offices, real estate, school districts, utilities, and Wichita State University.

Notes:

2023 contract \$45,700.00

2024 contract \$50,049.00

**Questions and Answers**

Russell Leeds: It looks like the price increase was significantly smaller than it was between 2023 and 2024.