

**SUBMITTAL TO THE BOARD OF SUPERVISORS  
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

407



**SUBMITTAL DATE:**  
December 1, 2003

**FROM:** Information Technology Department

**SUBJECT:** Proposed purchase of a multi-year software agreement.

**RECOMMENDED MOTION: That the Board of Supervisors:** Approve the attached multi-year purchase agreement with Securtek Information Security to provide Brightmail Anti-Spam software.

**BACKGROUND:** The DTSC subcommittee on Spam Management Solutions was formed to find an enterprise anti-spam solution for the County of Riverside email systems. Spam email is unsolicited bulk email, junk mail, email advertising, broadcast commercial mail, chain letters and "jokes" (IDC found that, of the 31 billion worldwide email messages sent each day in 2002, nearly 18%, or 5.6 billion, were spam). The Spam Management committee conducted a study with Brightmail Anti-Spam software which resulted in an average of 48% of all inbound messages received by the County being flagged as spam, including well over 1,400 messages filtered out of the inbox, all of which were confirmed to be spam. After reviewing competing anti-spam products, and completing a proof-of-concept study, the Spam Management committee has recommended Brightmail Anti-Spam software as a standard. The implementation of Brightmail Anti-Spam Enterprise Edition will decrease the amount of spam that is littering county employees' inboxes, thus increasing productivity and saving money County-wide.

*Continued on Page 2*

Steve Reneker, CIO  
Information Technology

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$ 47,368	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$	Budget Adjustment:	
	Annual Net County Cost:	\$ 47,368	For Fiscal Year:	2003/2004

<b>SOURCE OF FUNDS:</b> IT Budget-Recovered through existing ISF Rates	<b>Positions To Be Deleted Per A-30</b>	<input type="checkbox"/>
	<b>Requires 4/5 Vote</b>	<input type="checkbox"/>

**C.E.O. RECOMMENDATION:**

**APPROVE**

**County Executive Office Signature**

Dept't Recomm.:  Policy  
 Per Exec. Ofc.:  Policy  
 Consent:    
 Consent:

Prev. Agn. Ref.:

District:

Agenda Number:

Securtek Information Security has offered a discount structure to the County, provided however, that the agreement is for a period of three (3) years. A single year agreement would provide for a 17% discount over existing single year list price. This 3-year agreement would provide a 28% average discount to the County over existing single year list price. The County will save a total of approximately \$57,000 over 3 years by taking advantage of this offer.

**PRICING TABLE**

	List Price Per year	Price Quoted Per year	Saving			
			Per year		Three years*	
			Dollars	Percent	Dollars	Percent
Brightmail anti-spam 5.0 1 year contract	\$ 80,000	\$ 66,400	13,600	17.0%	-	-
Brightmail anti-spam 5.0 2 year contract	\$ 68,800	\$ 56,416	12,384	18.0%	29,952	15.0%
Brightmail anti-spam 5.0 3 year contract	\$ 58,480	\$ 47,368	11,112	19.0%	57,096	28.7%

\* Three year savings over one year contract.  
 Prices based on 16,000 users.