



City of Santa Ana
20 Civic Center Plaza, Santa Ana, CA 92701
Staff Report
April 15, 2025

TOPIC: Network Access Control System

AGENDA TITLE

Purchase Order to Advanced Personal Computing, Inc. DBA Liquid Networkx for Network Access Control (NAC) System (Specification No. 25-051) (Non-General Fund)

RECOMMENDED ACTION

Authorize a one-time purchase and payment of a Purchase Order to Advanced Personal Computing, Inc., DBA Liquid Networkx, for Network Access Control (NAC) System in an amount not to exceed \$110,674.

GOVERNMENT CODE §84308 APPLIES: No

DISCUSSION

The City of Santa Ana relies on an extensive network infrastructure to support municipal operations, public services, and citywide connectivity. As the number of connected devices continues to increase, the risk of unauthorized access, cybersecurity threats, and data breaches grows. Without a centralized security solution, the City's network is vulnerable to rogue devices, unmonitored access points, and potential cyberattacks that could compromise sensitive data and disrupt essential services.

A Network Access Control (NAC) system, in alignment with a Zero Trust security model – a framework that mandates stringent identity verification for every user and device attempting to access resources, regardless of whether they are inside or outside the organization's network – will enhance the City's cybersecurity posture by providing real-time visibility into all devices connected to the network. This system will ensure that only authorized users and devices can access City systems, automatically enforce security policies, and identify potential threats before they impact operations. The NAC system will secure both wired and wireless networks, reducing the risk of cyber threats such as malware infections, phishing attacks, and unauthorized data access.

Implementing a NAC system with Zero Trust principles will also streamline IT operations by automating network monitoring and security enforcement. This will reduce manual oversight requirements, improve response times to security incidents, and enhance the efficiency of City staff managing network infrastructure. Additionally, as the City continues to expand its digital services and adopt emerging technologies, a NAC

system will provide the scalability needed to integrate new devices and maintain a secure and reliable network environment.

Investing in this security system is critical to safeguarding the City's digital infrastructure, ensuring secure public services, and complying with industry best practices for network security. The adoption of the Zero Trust model ensures that security is continuously validated and that threats are mitigated regardless of their origin. Without a proactive network access control approach, the City faces growing cybersecurity risks that could lead to costly breaches, service disruptions, and a loss of public trust. Implementing a NAC system that incorporates Zero Trust principles will offer long-term protection against these evolving threats, supporting the City's ongoing commitment to secure and efficient digital operations.

Santa Ana City Ordinance No. NS-3041 authorizes the City to purchase against contracts from any public agency utilizing a competitive bid process. Omnia Partners, a cooperative government purchasing agency, awarded a contract to Fortinet (Contract No. 01-154) (Exhibit 1) as a result of open, competitive bidding on behalf of its members, which includes government agencies.

Staff researched available procurement options and determined that Advanced Personal Computing, Inc., DBA Liquid Networkx, meets the City's specifications and can provide a Network Access Control system to be utilized by IT. By leveraging the procurement power through cooperative purchasing, the City of Santa Ana is able to obtain vetted, high quality products at competitive volume pricing, and is in accordance with the City's existing Purchasing Guidelines.

ENVIRONMENTAL IMPACT

There is no environmental impact associated with this action.

FISCAL IMPACT

Funding is available in the current FY 2024-25 budget.

Fiscal Year	Accounting Unit – Account	Fund Description	Accounting Unit, Account Description	Amount
FY 24-25	10920149-66510	Information Technology	Computer Software	\$110,674

EXHIBIT(S)

1. Omnia Partners Contract No. 01-154
2. Omnia Partners Fortinet Contract No. 01-154 Authorized Reseller Partners List

Submitted By: Jack Ciulla, Chief Technology Innovations Officer

Approved By: Alvaro Nuñez, City Manager