



**CITY OF NOVI CITY COUNCIL  
MAY 4, 2020**

**SUBJECT:** Approval to purchase a three-year subscription of Barracuda Total Email Protection with Cloud Backup in the amount of \$29,758.93 per year through Access Interactive. Subscription pricing based on Oakland County's G2G Marketplace competitively bid contract.

**SUBMITTING DEPARTMENT:** Integrated Solutions, Technology Division

<b>EXPENDITURE REQUIRED</b>	<b>\$ 29,758.93</b>
<b>AMOUNT BUDGETED</b>	<b>\$ 77,281</b>
<b>APPROPRIATION REQUIRED</b>	<b>\$ 0</b>
<b>LINE ITEM NUMBER</b>	<b>101-205.00-958.002</b>

**BACKGROUND INFORMATION:** The City of Novi's email migration to Microsoft 365 requires that we modify our current email protection and archiving approach. We currently use several of the Barracuda email related services. With the move to Microsoft 365 we are moving our on-premises Barracuda protection products to their cloud-based solution. Below is a list of the services along with a brief description.

*Barracuda Total Email Protection Service:* A multi-layered product that integrates with any SMTP service and protects cloud email using virus scanning, spam scoring, real-time intent analysis, URL link protection, reputation checks, and advanced threat detection

*Barracuda Essentials Security Service:* A cloud-based email security service that protects both inbound and outbound emails against the latest spam, viruses, worms, phishing, and denial of service attacks.

*Barracuda Essentials Security Service:* A cloud-based email security service that protects both inbound and outbound emails from threats like malware and spam, as well as advanced threats like targeted spear phishing and ransomware. Barracuda

Essentials data loss protection keeps sensitive data such as credit card numbers, social security numbers, HIPAA data, and more from leaving our organization. Content policies can automatically encrypt, quarantine, or even block certain outbound emails based on their content, sender, or recipient.

*Barracuda Cloud Archiving Service:* Provides for secure cloud-based archiving, enabling the City of Novi to meet demanding FOIA e-discovery requests quickly and effectively.

*Barracuda Cloud-to-Cloud Backup Service:* Protects and encrypts all email messages, including all attachments, as well as the complete folder structure of each user's mailbox. In OneDrive for Business, all files under the Documents Library, including the entire folder structure, are protected. Barracuda Cloud-to-Cloud Backup protects SharePoint Online files and folders in Document Libraries, Site Page Libraries, and Picture Libraries in Modern Team Sites, Communication Sites, and Team Sites.

*Barracuda Sentinel for Microsoft 365 Service:* Sentinel detects threats that traditional email security systems cannot. It integrates directly with Microsoft 365 to detect attacks coming from both internal and external sources. It uses artificial intelligence to detect signs of malicious intent and deception within every email with virtually no IT administration required.

*Barracuda Phishline Service:* Provides leading-edge user awareness training to counter sophisticated phishing and socially engineered spear-phishing attacks.

*Barracuda Forensics and Incident Response:* a SaaS solution that will let us remediate threats quickly and efficiently, by automating investigative workflows and enabling direct removal of malicious emails from all inboxes. The module identifies anomalies that may indicate threats, based on insights gathered from analysis of previously delivered email.

**RECOMMENDED ACTION:** Approval to purchase a three-year subscription of Barracuda Total Email Protection with Cloud Backup in the amount of \$29,758.93 per year through Access Interactive. Subscription pricing based on Oakland County's G2G Marketplace competitively bid contract.



**Barracuda Total Email Protection  
With Cloud Backup 3-Year**

**Oakland County G2G Pricing**



**Contract # 004561**

**(Please reference the above contract # on Purchase Orders related to this project)**

Prepared by:



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April 27, 2020

**Barracuda Total Email Protection Edition with Cloud Backup**

**3-Year**

- Barracuda Total Email Protection Service
- Barracuda Essentials Security Service
- Barracuda Cloud Archiving Service
- Barracuda Cloud-to-Cloud Backup Service
- Barracuda Sentinel for O365 Service
- Barracuda Phishline Service
- Barracuda Forensics and Incident Response

**Qty. 381 @ \$242.60 per user, 3-year \$ 92,430.60**

**Pricing is based on a 3-year contract. Annual invoices of \$29,758.93 will be billed to City of Novi.**

**Oakland County G2G Pricing Contract # 004561. Please issue PO to Access Interactive and reference the above contract # on Purchase Orders related to this project.**

**PROJECT COSTS:**

**EQUIPMENT: \$ 92,430.60**  
**MI SALES TAX: \$ EXEMPT**  
**SUBTOTAL: \$ 92,430.60**  
**SERVICES: \$ 0.00**  
**SHIPPING: \$ 0.00**  
  
**TOTAL: \$ 92,430.60**

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Quote Valid for 30-Days. Prices Subject to Change with Notice Depending on Current Market Conditions. Shipping charges not included.  
Terms: 3-Annual Payments, Net 30. 25% Restocking Fee Applied to Project Costs for Returned Merchandise.

**Authorized Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Printed Name:** \_\_\_\_\_ **Purchase Order No:** \_\_\_\_\_