



EXECUTIVE DECISION DOCUMENT

GENERAL MANAGER APPROVAL:		GENERAL MANAGER ACTION REQ'D:		
DocuSigned by: <i>Michael Jones</i> 47000790F2D7463...		n/a		
DATE: 6/29/2026		8/6/2026		
BOARD INITIATED ITEM: No				
Originator/Prepared by: Johanna Montilla - Contractor Dept: OCIO Signature/Date: <i>[Signature]</i> 22159D481AAFA0B 7/30/2026	General Counsel DocuSigned by: <i>Amelia Sandoval-Smith</i> 2528C067C44147D... 7/30/2026 []	Chief Financial Officer Signed by: <i>Joseph Beach</i> 7D9A7C6E7348456... 7/30/2026 []	District Secretary DocuSigned by: <i>Robert Franklin</i> AFF4529E1F0D45C... 8/6/2026 []	BARC Signed by: <i>Michael Eisenman</i> E94AA3F2053E473... 7/30/2026 []

Procurement with Presidio Networked Solutions Group, LLC, a National Association of State Procurement Officials Provider, for Zscaler Secure Access Service Edge Software-as-a-Service Licenses and Services

PURPOSE:

To obtain Board authorization for the General Manager to enter into a transaction to obtain Zscaler Secure Access Service Edge (SASE) Software-as-a-Service (SaaS) licenses and associated services from authorized reseller, Presidio Networked Solutions Group, LLC ("Presidio") for a 3-year duration, in an amount not to exceed \$578,255.

DISCUSSION:

The District proposes to implement the cloud-based Zscaler Zero Trust Exchange platform, delivered as a Software-as-a-Service (SaaS) solution, to replace the existing remote access firewall/Virtual Private Network (VPN), and strengthen cybersecurity through secure internet access, private application access, data protection, and Zero Trust security controls. Such action will allow the District to mitigate two high risks to the District network:

1. Strengthen the District's protections against unauthorized Data Loss of Sensitive material.
2. Modernize the District remote access software by discontinuing our legacy Virtual Private Network (VPN), in favor of a more robust always-on Secure Access Service Edge (SASE).

The Zscaler platform will provide secure internet access, private application access, data

loss prevention, browser isolation, and cloud security services for District employees, contractors, vendors, and public safety personnel. The solution supports the District's transition to a Zero Trust security architecture by continuously validating user identity, device posture, and access privileges before granting access to District resources.

The platform will also enhance the District's ability to support Criminal Justice Information Services (CJIS) security requirements for BART Police Department operations, while providing secure third-party access for vendors and contractors without exposing the broader District network.

The transaction includes related professional services to support implementation, configuration, training, and other technical activities necessary for the successful deployment and operation of the solution. These services will support the District's implementation of the Zscaler Zero Trust Exchange platform, including the replacement of the existing remote access firewall/VPN and the deployment of secure internet access, private application access, data protection, SSL/TLS inspection, and other Zero Trust security capabilities. The transaction also includes one year of Premium Support Services, including enhanced technical support and service assistance throughout the three-year term. The procurement will be made through the National Association of State Procurement Officials (NASPO) cooperative purchasing program. Use of this program was approved by the Board for software services in 2016. NASPO ValuePoint (formerly WSCA-NASPO) is a cooperative purchasing program, aggregating the demand of all 50 states, the District of Columbia and the organized US territories, their political subdivisions and other eligible entities.

Because the State of California participates in the NASPO program, its local agencies and districts, including BART, are authorized by California Public Contract Code section 10298 to purchase items from the suppliers awarded contracts by NASPO without further competitive bidding if there is California state participation in the specified negotiated NASPO contract.

This procurement will be pursuant to the ValuePoint Master Agreement AR2472, and the State of California Participating Addendum Number 7-17-70-40-05 with Presidio, expiring 9/15/2026. The District will procure the Zscaler licenses from Presidio, an authorized reseller of software support. NASPO and California policies permit resellers to provide services through the NASPO Master Agreement and California Participating Addendum.

Pursuant to the District's Disadvantaged Business Enterprise ("DBE") Program, the Office of Civil Rights is utilizing DBE-neutral efforts for this NASPO ValuePoint agreement. Therefore, no DBE goal was set for this NASPO ValuePoint agreement.

The Office of General Counsel will approve the transaction as to form prior to execution.

FISCAL IMPACT:

Funding in the amount not to exceed \$578,255 to obtain 3-year Zscaler Secure Access Service Edge (SASE) Software-as-a-Service (SaaS) licenses and associated services from Presidio Networked Solutions Group, LLC contributes to Fiscal Year 2027 – Safety & Security planned expenditure amount of \$13,335,834.

The table below lists funding assigned since project inception date of 09/10/2025.

Funding Sources				
Project	Project Description	Fund Group	Fund Description	Amount
79HL001	Police & Admin Network Upgrade	Federal	FY 24 Transit Infrastructure Grant	850,000
79HL001	Police & Admin Network Upgrade	BART	Operating to Capital Allocation	212,500
Total Project Funding				1,062,500

As of June 23, 2026, the table below lists the current budget of the project:

Project	Budget	Expense	Encumbrance	Pre-Encumbrance	Available Budget
79HL001	1,062,500	-	379,887	-	682,613
Total Budget	1,062,500	-	379,887	-	682,613

The total budget for this project is \$1,062,500. BART has expended \$0, committed \$379,887, and reserved \$0 to date. This action will commit \$578,255 leaving an available fund balance of \$104,358, in the fund sources for this project.

The Chief Financial Officer certifies that funds are currently available to meet this obligation.

This action is not anticipated to have any Fiscal Impact on unprogrammed District reserves.

The proposed funding is as follows:

FY26	\$216,663.16
FY27	\$180,795.79
FY28	\$180,795.79
Total	\$578,254.74

*Funding is expected to begin 8/13/2026

This action is not anticipated to have any Fiscal Impact on unprogrammed District Reserves.

ALTERNATIVES:

The District could choose not to implement the proposed solution. However, doing so would leave the District reliant on legacy VPN-based remote access technologies, increasing the risk of unauthorized access, ransomware attacks, and data loss. The District would also be unable to implement enhanced controls for third-party access, and CJIS-aligned Zero Trust security requirements, potentially resulting in increased operational, cybersecurity, and compliance risk.

RECOMMENDATION:

It is recommended that the Board adopt the following motion:

MOTION:

The General Manager or his designee is authorized to enter into a transaction using NASPO Master Agreement No. AR2472, to obtain Zscaler Secure Access Service Edge (SASE) Software-as-a-Service (SaaS) licenses and associated services from Presidio Networked Solutions Group, LLC, for a 3-year duration, in an amount not to exceed \$578,255.