



# EXECUTIVE DECISION DOCUMENT

<b>GENERAL MANAGER APPROVAL:</b>		DocuSigned by: <i>Michael Jones</i> 47000790F2D7463...		<b>GENERAL MANAGER ACTION REQ'D:</b>	
<b>DATE:</b> 2/19/2024		3/5/2026		<b>BOARD INITIATED ITEM:</b> No	
<b>Originator/Prepared by:</b> Johanna Montilla <b>Dept:</b> OCIO		<b>General Counsel</b>		<b>Chief Financial Officer</b>	
DocuSigned by: <i>Ange West</i> B32213CF204147A... <b>Signature/Date:</b> 3/2/2026		DocuSigned by: <i>Amelia Sandoval-Smith</i> 2528C067C44147D... 3/2/2026		Signed by: <i>Joseph Beach</i> 7D9A7C6E7348456... 3/3/2026	
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## Procurement with Presidio Networked Solutions Group, LLC for Cloudflare Enterprise Security Software, using the National Association of State Procurement Officials (NASPO) Agreement No. 6M4933

### PURPOSE:

This request seeks Board authorization for the General Manager, or his designee, to agree to purchase from Presidio Networked Solutions Group, LLC ("Presidio"), Cloudflare Enterprise Security Software using NASPO Agreement No. 6M4933 for an amount not to exceed \$429,737.91 for a term of three (3) years.

### DISCUSSION:

The District relies on Cloudflare Enterprise Security Software to protect its public-facing digital platforms, including external websites, mobile applications, Application Programming Interfaces (“APIs”), and data services. These services are essential to customer communication and service delivery, and are embedded in daily operations. They provide continuous protection against cyber threats while maintaining reliable performance.

Continued use of Cloudflare Enterprise Security Software is necessary to maintain the District’s established security and availability posture. Discontinuation of these services could materially increase exposure to cyberattacks, service disruption, and performance degradation, thereby placing critical systems, public trust, and operational continuity at risk. Cloudflare provides advanced web application security, distributed denial-of-service (DDoS) protection, and global traffic optimization that cannot be easily or cost-effectively replicated

through alternative means.

The Enterprise plan also includes contractual service-level agreements and 24/7 priority support, ensuring timely response to security events affecting public systems.

Price quotes were solicited from four (4) vendors for equivalent Cloudflare licensing, including base option and an enhanced option with Bot and API Security. Presidio Networked Solutions Group, LLC provided the lowest price quote of \$429,737.91, including the base option and Bot and API Security. The project manager deems the price quote reasonable.

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 AR3113, and the State of California Participating Addendum Number 7-23-70-40-16 with Presidio Networked Solutions Group, LLC, expiring September 15, 2026. The District will procure the Cloudflare software from Presidio, an authorized reseller of Cloud Solutions. NASPO and California policies permit resellers to provide services through the NASPO Master Agreement and California Participating Addendum.

Pursuant to the District's Non-Federal Small Business Program, the Office of Civil Rights reviewed the scope of work and determined that there are no certified Small Businesses (SB) certified by the California Department of General Services, capable of providing the goods and services in this scope of work. Therefore, the Small Business Program does not apply to this NASPO ValuePoint agreement.

### **FISCAL IMPACT:**

The subject EDD proposes a three-year term for NASPO Agreement No. 6M4933, from March 22, 2026, through March 21, 2029, for an amount not to exceed \$429,737.91.

The purchase funds will be from the BART Office of the Chief Information Officer (OCIO) Operating budget (Dept. 0504463, Account 681355). Funding will be requested in subsequent budgets.

The vendor provided a Base Quote of \$333,118.26 and an optional enhanced configuration including Bot and API Security priced at \$96,619.65 for a total of \$429,737.91. This action authorizes the District to proceed with the Base Quote while establishing a not-to-exceed amount of \$429,737.91, providing flexibility to add Bot and API Security during the contract term if required, without exceeding the approved funding authorization.

The proposed funding is as follows:

NASPO Agreement No. 6M4933:	Total Contract Amount:
\$429,737.91	\$429,737.91

Estimated Yearly Expenditure:

FY26	\$143,245.97
FY27	\$143,245.97
FY28	\$143,245.97
(Not to Exceed) Amount	\$429,737.91

\*Funding is expected to begin 3/12/2026

This action is not anticipated to have any Fiscal Impact on un-programmed District Reserves in the current Fiscal Year.

**ALTERNATIVES:**

If the District does not make the proposed purchase, it would materially increase the District’s exposure to malicious cyberattacks and associated operational risks. Without these cybersecurity services in place, public-facing systems and digital services would be more vulnerable to unauthorized access, service disruptions, and performance degradation, which could negatively impact service availability, public trust, and overall operational continuity.

**RECOMMENDATION:**

It is recommended that the Board adopt the following motion:

**MOTION:**

The General Manager or his designee is authorized to purchase Cloudflare products, from Presidio Networked Solutions Group, LLC ("Presidio"), using NASPO Agreement No. 6M4933 for an amount not to exceed \$429,737.91, for a term of three (3) years.