



Engineering Services Committee

Meeting Date: 7/14/2026

The Purchase of Fortinet Network Hardware and Lord & Company Integration

Department:	4416- Utilities
Presenter:	Wes Byne
Caption:	Motion to Approve Sole Source Purchase of Fortinet Network Hardware And Lord & Company Integration in the amount of \$42,503.81
Background:	Lord & Company has served as Utility's SCADA system integrator for many years and possesses extensive knowledge of system architecture, communications network, and operational requirements. Maintaining a single trusted system integrator minimizes the number of third parties requiring access to sensitive SCADA infrastructure, reducing cybersecurity risk and ensuring the integrity of critical system information. Their experience with the existing system and expertise as a Fortinet partner allows the Utility to efficiently implement the required cybersecurity upgrades while minimizing operational risk and system downtime.
Analysis:	This is an Sole Source request, per the information listed in the Background.
Financial Impact:	There is a cost of \$42,503.81 for the purchase of Hardware and Integration.
Alternatives:	No Alternatives.
Recommendation:	Recommendation is to award the Sole Source Purchase to Lord and Company.
Funds are available in the following accounts:	506-04-3580-5424910
<u>REVIEWED AND APPROVED BY:</u>	N/A