



AGENDA MEMORANDUM

Action Item for the City Council Meeting March 18, 2025

DATE: March 18, 2025

TO: Peter Zanoni, City Manager

FROM: Peter Collins, Chief Information Officer of Information Technology
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Astound Enterprise Fiber Service Renewal

CAPTION:

Motion authorizing execution of a three-year renewal service agreement with Astound Business Solutions, LLC, of Austin, through the TIPS Cooperative, in the amount of \$173,880.00 for dedicated fiber links to the City's backup data center, the radio system, and for Police Department special use cases, with FY2025 funding of \$28,980.00 from the Information Technology Fund.

SUMMARY:

This motion authorizes the renewal of the City of Corpus Christi's Enterprise Fiber services with Astound Business Solutions LLC, formerly known as Grande Communications Networks LLC. This agreement provides a private fiber link to the City's backup data center, a private fiber link to the City's radio system, and a separate internet connection for Public Safety special use cases. The Information Technology Department of the City of Corpus Christi will manage this agreement. By entering into this three-year contract with Astound, the City is expected to save approximately \$136,000, which is a 44% reduction compared to the current contract amount.

BACKGROUND AND FINDINGS:

The City of Corpus Christi has utilized Enterprise Fiber services from Astound since December 2019., and the renewal will offer cost savings of \$136,000.00 over the next three years or \$45,000 annually. Astound has consistently demonstrated high reliability in delivering these services, ensuring the City can maintain seamless connectivity and a robust communication infrastructure. This renewal promotes cost efficiency and reinforces the City’s commitment to utilizing dependable technology providers to support its operational needs.

PROCUREMENT DETAIL:

The procurement is through the TIPS Cooperative. Contracts awarded through the TIPS Cooperative have been competitively procured in compliance with local and state procurement requirements.

By procuring this 3-year agreement with Astound, the City will save approximately \$136,000, or 44%, off the current contract amount.

ALTERNATIVES:

Keep the current service agreement and pay more for the same service.

FISCAL IMPACT:

The fiscal impact on the Information Technology Fund in FY 2025 is \$28,000, and \$5,600 from the General Fund. Future years are budgeted through the annual budgeting process.

FUNDING DETAIL:

Fund:	5210: Information Technology Fund
Organization/Activity:	40420: IT Infrastructure and Network Service
Department:	23: IT Department
Project # (CIP Only):	n/a
Account:	530065: Internet and Data Circuits

Fund:	1020: General Fund
Organization/Activity:	11870: Police Building Maint & Oper
Department:	29: Police
Project # (CIP Only):	n/a
Account:	530200: Telephone

RECOMMENDATION:

Staff recommends approval of this motion authorizing the execution of a cooperative agreement for a three-year service renewal as presented.

LIST OF SUPPORTING DOCUMENTS:

Co-Op Agreement