



AGENDA MEMORANDUM

Action Item for the City Council Meeting February 14, 2023

DATE: February 14, 2023

TO: Peter Zanoni, City Manager

FROM: Peter Collins, Chief Information Officer of Information Technology
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Cisco Software

CAPTION:

Motion authorizing the execution of two three-year license agreements with Great South Texas Corp, dba Computer Solutions of San Antonio, through the DIR Cooperative, for enterprise software packages for a total amount of \$1,779,750.54, with FY 2023 funding of \$593,250.18 from the Information Technology Fund.

SUMMARY:

This motion authorizes the purchase of two Cisco Enterprise Agreements with Great South Texas Corp dba Computer Solutions which has a local office in the City of Corpus Christi, is a woman owned business and is a HUB vendor.

BACKGROUND AND FINDINGS:

The City's information technology framework requires software that meets both internal and state mandated security and compatibility requirements. The Information Technology department analyzed different procurement options in order to determine the best method to allow the department to support the needs of the City's diverse infrastructure. Cisco products are one of many systems that help support our operations.

The Information Technology Department determined packaging these two Cisco Enterprise Agreements into a single procurement would allow the City to achieve the greatest discount. Currently the City has two separate Enterprise Agreements, both of which are nearing end of term. The consolidation of these Enterprise Agreements will ensure continued operation of current

service levels, and capacity for growth or changes based on our organizational needs.

The Information Technology department is able to receive a large discount on these contracts through a state solicited program, Department of Information Resources (DIR), that will provide a savings of more than \$2.5 Million over the three (3) years. Combining the Enterprise Agreements together provides an additional savings of \$750,000 for a total savings greater than \$3.2 Million over three (3) years.

These Enterprise Agreements are being facilitated through Great South Texas Corp, dba Computer Solutions. The City has worked with Great South Texas Corp. for almost nine (9) years. They have a local office that can provide direct support on any related software issues, which provides an additional benefit to the City.

PROCUREMENT DETAIL:

This procurement is being facilitated through the DIR Cooperative. Contracts awarded through the DIR Cooperative has been competitively procured in compliance with Texas Local and State procurement requirements.

Information Technology in conjunction with the Procurement division of Finance examined pricing by other cooperative contracts and service offerings to find the most cost-effective option for the City. Below is a chart that demonstrates the published discount rates from the cooperative contracts that were examined: Omnia Partners, GSA, and BuyBoard in comparison to the DIR Cooperative. The published discount rate displays the maximum discount the cooperative can apply to the total cost. Great South Texas Corp, dba Computer Solutions is a locally officed, women owned HUB vendor, that provided a published discount rate of 36% and is adding an additional 20.6% discount to the City, which makes the DIR contract procurement the best decision.

Cooperative	Published Discount Rate
BuyBoard Cooperative	5%
GSA	0%
Omnia Partners	36%
DIR Cooperative	36%
Computer Solutions (DIR)	56.6%

ALTERNATIVES:

City Council may choose to not approve or delay consideration of this item. Disapproval or delay could result in negative impacts to the City of Corpus Christi by licensing the software individually with separate license agreements which would increase costs.

FISCAL IMPACT:

The fiscal impact for IT in FY 2023 is an amount not to exceed \$593,250.18, with future years budgeted through the annual budget process for a total of \$1,779,750.54.

FUNDING DETAIL:

Fund: 5210 Information Technology
Organization/Activity: 40420 IT Tech Infrastructure Service

Department: 23 IT
Project # (CIP Only):
Account: 520105 Computer Software

RECOMMENDATION:

Staff recommends approval of this motion authorizing two three-year Cisco enterprise software packages with Great South Texas Corp dba Computer Solutions.

LIST OF SUPPORTING DOCUMENTS:

Co-op Purchase Agreement
Price Sheet