



AGENDA MEMORANDUM
Action Item for the City Council Meeting January 30, 2024

DATE: January 30, 2024

TO: Peter Zanoni, City Manager

FROM: Peter Collins, Chief Information Officer of Information Technology
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Cisco WebEx VOIP and Audio

CAPTION:

Motion authorizing execution of a three-year service agreement with Great South Texas Corp, dba Computer Solutions of San Antonio, in an amount not to exceed \$317,196.00, for Cisco WebEx Voice Over Internet Protocol (VOIP) and Audio, with FY 2024 funding of \$105,732.00 from the Information Technology Fund.

SUMMARY:

This motion authorizes a three-year agreement with Great South Texas Corp, dba Computer Solutions to provide Cisco WebEx VOIP and Audio through the DIR Cooperative. Great South Texas Corp dba Computer Solutions has a local office in the city of Corpus Christi and is a woman-owned, HUB vendor.

BACKGROUND AND FINDINGS:

The City of Corpus Christi has an inherent need to communicate and collaborate with residents, businesses, and government entities. Cisco WebEx VOIP and Audio enables the city to facilitate seamless communication by providing virtual meetings, webinars, and online events, ensuring efficient information sharing and community engagement, regardless of physical distance or time constraints. In addition to regular meetings, City staff can utilize this service for large conferences and virtual court proceedings.

This Enterprise Agreement is being facilitated with Great South Texas Corp, dba Computer Solutions through the DIR Cooperative. The City has worked with Great South Texas Corp. for

almost ten 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 have 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 shows the published discount rates from the cooperative contracts that were examined: Omnia Partners, DIR and Great South Texas Corp, dba Computer Solutions pricing in conjunction with DIR. 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, woman-owned HUB vendor, that provided a published discount rate of 36% and is adding an additional 18% discount to the City, which makes the Computer Solutions DIR contract procurement the best decision.

Cooperative	Published Discount Rate
Omnia Partners	10%
DIR Cooperative	10%
Computer Solutions (DIR)	11%

ALTERNATIVES:

The City of Corpus Christi has an inherent need to communicate and collaborate with residents, businesses, and government entities. Cisco WebEx VOIP and Audio enables the city to facilitate seamless communication by providing virtual meetings, webinars, and online events, ensuring efficient information sharing and community engagement, regardless of physical distance or time constraints. In addition to regular meetings, City staff can utilize this service for large conferences and virtual court proceedings.

FISCAL IMPACT:

The fiscal impact for FY 2024 is for an amount of \$105,732.00, with future years budgeted through the annual budget process.

FUNDING DETAIL:

Fund: 5210 Information Technology
Organization/Activity: 40390 IT Tech Infrastructure Service
Department: 23 IT
Project # (CIP Only):
Account: 520105 Computer Software

RECOMMENDATION:

Staff recommends approval of this motion authorizing an amendment to the Cisco Security Enterprise Agreement with Great South Texas Corp dba Computer Solutions.

LIST OF SUPPORTING DOCUMENTS:

Co-op Purchase Agreement
Price Sheet