



## **AGENDA MEMORANDUM**

Action Item for the City Council Meeting September 23, 2025

**DATE:** September 23, 2025

**TO:** Peter Zaroni, City Manager

**FROM:** Peter Collins, Director, Information  
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### **Network, Phone, Wireless Hardware and software and support licenses**

#### **CAPTION:**

Motion authorizing the purchase of Cisco network and phone hardware and related SmartNet software licenses from Great South Texas Corp, dba Computer Solutions, of San Antonio, with an office in Corpus Christi, through the DIR Cooperative, for a total amount of \$336,684.87, with FY 2025 funding from the Information Technology Fund.

#### **SUMMARY:**

Motion authorizes the purchase from Great South Texas Corp, dba Computer Solutions, for the City's standardized hardware and licenses. This hardware purchase will provide the necessary upgrades for the City's critical network equipment.

#### **BACKGROUND AND FINDINGS:**

The Information Technology department has identified voice, wired and wireless network hardware is nearing the end of its useful life. This equipment will no longer be supported by the vendor, making it difficult to maintain and posing security risks. Outdated network equipment can also lead to performance issues, hindering the efficiency of City operations and limiting the delivery of services to employees and patrons. Replacement of the aging network equipment is necessary to ensure the continued stability, security, and efficiency of the City's network infrastructure. This will allow for improved performance, enhanced security measures against cyber threats, and the ability to support current and future

technology needs. Upgrading to supported equipment also ensures vendor support and reduces the risk of system failures.

IT is purchasing 732 desk and 90 conference room phones, 22 switches, and two controllers, which are at end-of-life. The cost also includes maintenance and support.

**PROCUREMENT DETAIL:**

Computer Solutions has a local office in the City of Corpus Christi, is a woman-owned business, and is a HUB vendor. This purchase has a 55% discount for a total cost savings of \$422,183.54.

Information Technology, in conjunction with the Procurement Division of Finance, examined other cooperative contracts and service offerings to find the most cost-effective option for the City. Contracts awarded through the Cooperatives have been competitively procured in compliance with Texas Local and State procurement requirements. Prices were checked with TIPS, DIR and OMNIA Partners. TIPS returned a quote with the greater discount, making the Great South Texas Corp dba Computer Solutions bid the best value.

Unit	Computer Solutions (DIR)	Insight Public Sector (Omnia Partners)	CDW-G (DIR)	Cost Savings
Hardware and Licenses	\$336,684.87	\$410,642.32	\$452,439.99	\$115,755.12

**ALTERNATIVES:**

Continue using end-of-life equipment could result in negative impacts to the City of Corpus Christi network and exposing security risks.

**FISCAL IMPACT:**

The fiscal impact to the Information Technology Fund in FY 2025 is \$336,684.87.

**FUNDING DETAIL:**

Fund: 5210 Information Technology Fund  
Organization/Activity: 40480 IT End User Support  
Department: 23 Information Technology  
Project # (CIP Only): n/a  
Account: 520100 Minor Computer Equipment  
Amount: \$336,684.87

**RECOMMENDATION:**

Staff recommends approval of this procurement with Great South Texas Corp, dba Computer Solutions, as presented.

**LIST OF SUPPORTING DOCUMENTS:**

Quote