



AGENDA MEMORANDUM

Action Item for the City Council Meeting March 24, 2026

DATE: March 24, 2026

TO: Peter Zanoni, City Manager

FROM: Peter Collins, Director, Information Technology
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Cisco Network Hardware for Business Continuity and Disaster Recovery

CAPTION:

Motion authorizing execution of a three-year network equipment, installation, and support cooperative agreement with Great South Texas Corporation, dba Computer Solutions, of San Antonio, through the Texas Department of Information Resources, in an amount up to \$203,714.03 for business continuity and disaster recovery purposes for the Information Technology Department, with grant funding from the Office of the Governor's FY 2025 State and Local Cybersecurity Grant Program of \$162,971.22 and FY 2026 funding of \$40,742.81 from the Information Technology Fund.

SUMMARY:

This motion authorizes the purchase and installation of network equipment from Great South Texas Corp, dba Computer Solutions. This purchase provides the necessary network resources to ensure the efficient restoration of normal network operations following any recovery event.

BACKGROUND AND FINDINGS:

The Information Technology department has identified the need for network equipment that will minimize downtime and improve the restoration of network services. This will enable the city to continue delivering critical services to its residents without interruption during major events. If approved, the funding will be used to purchase additional network resources to establish a live failover system at the City's offsite redundancy location.

The City of Corpus Christi has been awarded three grants from the Office of the Governor, Homeland Security Division, under the FY 2025 State and Local Cybersecurity Grant Program. These grant funds will support the acquisition of cybersecurity software designed to improve the City’s ability to detect, investigate, and respond to cyber threats, as well as prevent unauthorized access, cyberattacks, and other malicious activities. This purchase is being funded by the grant and a City match.

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 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 offers a published discount rate of 36% and adds an additional 2.6% discount to the City, making DIR contract procurement the best decision.

Cooperative	Published Discount Rate
BuyBoard Cooperative	5%
GSA	0%
Omnia Partners	36%
DIR Cooperative	36%
Computer Solutions (DIR)	39%

ALTERNATIVES:

City Council may decide not to approve or to postpone consideration of this item. Such disapproval or delay could negatively affect the City of Corpus Christi by removing access to critical tools and services, especially those used for cybersecurity. Additionally, the City would lose access to the SLCGP Grant funding.

FISCAL IMPACT:

The fiscal impact for IT Fund in FY 2026 is an amount not to exceed \$40,742.81. The remaining amount of \$162,971.22 is available in the IT Grant Fund in FY 2026.

FUNDING DETAIL:

Fund: 5210 Information Technology
 Organization/Activity: 40420 IT Infrastructure and Network Service
 Department: 23 IT Department
 Account: 530000 Professional Services
 Total: \$40,742.81

Fund:	1085 IT Grant Fund
Organization/Activity:	89 Grants & CIP/ SLCP Governance
Department:	23 IT Department
Project # (CIP Only) :	860001F Network & Infrastructure Continuity
Account:	various
Total:	\$162,971.22

RECOMMENDATION:

Staff recommends approval of this motion authorizing the purchase of network equipment and installation services from Great South Texas Corp, dba Computer Solutions.

LIST OF SUPPORTING DOCUMENTS:

Quote