



CITY OF
CORPUS CHRISTI

AGENDA MEMORANDUM

Action Item for the City Council Meeting February 24, 2026

DATE: February 17, 2026

TO: Peter Zaroni, City Manager

FROM: Peter Collins, Director of Information Technology
PeterC@corpuschristitx.gov
361-826-3735

Sergio Villasana, Director of Finance & Procurement
SergioV2@corpuschristitx.gov
361-826-3227

Cisco Software and Support Licenses

CAPTION:

Motion authorizing renewal and execution of two three-year cooperative agreements with Great South Texas Corporation, dba Computer Solutions, of San Antonio, through the Texas Department of Information Resources, for the renewal of Cisco enterprise software licenses and support services totaling \$3,371,775.33, with FY 2026 funding of \$1,123,925.11 from the Information Technology Fund.

SUMMARY:

This motion authorizes renewal and execution of two Cisco agreements with Great South Texas Corp, dba Computer Solutions. These renewals are for the call center platforms, Webex, and data center networking software used to protect and monitor the City's sensitive data and infrastructure.

BACKGROUND AND FINDINGS:

The City's information technology infrastructure requires software that meets both internal and state mandated security and compatibility requirements. The Information Technology Department analyzed different procurement options 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 infrastructure and operations.

The Information Technology department can 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 \$3 Million over the three (3) years.

This Enterprise Agreement is being facilitated through Great South Texas Corp, dba Computer Solutions. The City has worked with Great South Texas Corp. for over ten (10) years. They have a local office that can provide direct support on any related software issues, which provides an additional benefit to the City.

The first agreement renews the City's contact center solution which includes licensing and support

for the contact center platform, ensuring continuity of customer service operations. The cost for the first year is \$49,592.85, discounted from a list price of \$68,880.00.

The second agreement provides a comprehensive enterprise technology solution covering network infrastructure, security, and collaboration services. The cost for the first year is \$1,074,332.26, discounted from a list price of \$2,202,661.20.

Both agreements expire in February 2026. Failure to renew these agreements would result in loss of critical technology services, increased security risks, operational disruptions, and higher emergency costs, ultimately compromising the City's ability to deliver reliable and efficient services for the City of Corpus Christi. The total cost for both contracts in year one is \$1,123,925.11. For the full term of the agreements the cost is \$3,371,775.33.

Agreements	Original Cost (1 year)	Discounted Cost (1 year)
1. Contact Center Solution	\$68,880.00	\$49,592.85
2. Network Infrastructure	\$2,202,661.20	\$1,074,332.26
Totals:	\$2,271,541.20	\$1,123,925.11

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 provided a published discount rate of 36% and is adding an additional 12.6% 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)	49%

The previous agreement with Computer Solutions had an annual cost of \$918,892.96 for a three-year term. The annual increase from the previous agreement to the new agreement of \$205,032.15 can be attributed to increased licensing requirements and tariffs as well as increased costs for support and maintenance. The previous agreement followed the same procurement process as has been followed for this request.

ALTERNATIVES:

Both agreements expire in February 2026. Failure to renew these agreements would result in loss of critical technology services, increased security risks, operational disruptions, and higher emergency costs, ultimately compromising the City's ability to deliver reliable and efficient services for the City of Corpus Christi.

FISCAL IMPACT:

The fiscal impact for IT in FY 2026 is an amount not to exceed \$1,123,925.11 with future years budgeted through the annual budget process for a total of \$3,371,775.33.

FUNDING DETAIL:

Fund:	5210	Information Technology
Organization/Activity:	40420	IT Infrastructure and Network Service
Department:	23	IT
Account:	520105	Computer Software
Amount:	\$310,722.49	

Fund:	5210	Information Technology
Organization/Activity:	40390	IT Security & Compliance
Department:	23	IT
Account:	520105	Computer Software
Amount:	\$813,202.62	

RECOMMENDATION:

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

LIST OF SUPPORTING DOCUMENTS:

Exhibit A – Service Agreement #1
Exhibit B – Service Agreement #2
Price Sheet
Presentation