



City of San Antonio

Agenda Memorandum

File Number:

Agenda Item Number: 9

Agenda Date: April 3, 2025

In Control: City Council A Session

DEPARTMENT: Finance Department

DEPARTMENT HEAD: Troy Elliott

COUNCIL DISTRICTS IMPACTED: Citywide

SUBJECT:

4/3/25 Annual Contracts

SUMMARY:

This ordinance awards three contracts to provide the City with commodities and services on an annual basis for the term of the contracts for an estimated annual amount of \$498,000. This ordinance provides the procurement of the following items, as needed, and dependent on the department's available budget, for the term of the contracts:

- A. Freeit Data Solutions, Inc. for Zero Trust Product A, \$247,000 annually (1 contract, Information Technology Services Department)
- B. Freeit Data Solutions, Inc. for Zero Trust Product B, \$106,000 annually (1 contract, Information Technology Services Department)
- C. Carahsoft Technology Corp. for Zero Trust Product C, \$145,000 annually (1 contract, Information Technology Services Department)

BACKGROUND INFORMATION:

The City of San Antonio utilizes annual contracts for procuring high volume repetitive purchases. Annual contracts are an efficient method of securing the best prices through volume purchasing and reducing large amounts of work related to the bid process. Utilization of annual contracts allows the City to procure numerous different commodities in support of the normal daily operations.

Procured on the basis of cooperative purchasing

A. Freeit Data Solutions, Inc. for Zero Trust Product A, \$247,000 annually, beginning April 10, 2025, through April 9, 2026, with 4, 1-year renewal options – will provide licensing for Product A, in support of the City's Zero Trust Program for the Information Technology Services Department.

B. Freeit Data Solutions, Inc. for Zero Trust Product B, \$106,000 annually, beginning April 10, 2025, through April 9, 2026, with 3, 1-year renewal options – will provide licensing for Product B, in support of the City's Zero Trust Program for the Information Technology Services Department.

C. Carahsoft Technology Corp. for Zero Trust Product C, \$145,000 annually, beginning April 10, 2025, through April 9, 2026, with 3, 1-year renewal options – will provide licensing for Product C, in support of the City's Zero Trust Program for the Information Technology Services Department.

The City of San Antonio - Information Technology Services Department has identified these products / services to enhance the City's security posture. Product names / services were intentionally omitted in order to maintain the integrity of the City's security architecture.

ISSUE:

These contracts represent a portion of approximately 250 annual contracts that will be brought before City Council throughout the fiscal year. These products and services are used by city departments in their daily operations.

A. Freeit Data Solutions, Inc. for Zero Trust Product A

The Small Business Economic Development Advocacy (SBEDA) Ordinance requirements were waived as department utilized a DIR contract with a non-SBEDA eligible firm, Freeit Data Solutions, Inc., and no S/M/WBE subcontractors will be utilized.

The Local Preference was not applied to this initiative.

B. Freeit Data Solutions, Inc. for Zero Trust Product B

The Small Business Economic Development Advocacy (SBEDA) Ordinance requirements were

waived as department utilized a DIR contract with a non-SBEDA eligible firm, Freeit Data Solutions, Inc., and no S/M/WBE subcontractors will be utilized.

The Local Preference was not applied to this initiative.

C. Carahsoft Technology Corp. for Zero Trust Product C

The Small Business Economic Development Advocacy (SBEDA) Ordinance requirements were waived as department utilized a TIPS contract with a non-SBEDA eligible firm, Carahsoft Technology Corp., and no S/M/WBE subcontractors will be utilized.

The Local Preference was not applied to this initiative.

Regarding all the contracts listed in this memo, the Veteran-Owned Small Business Preference Program does not apply to good/supplies or non-professional services, so no preference was applied to these contracts.

ALTERNATIVES:

Should these contracts not be approved, City departments will be required to process individual procurements for these items and services on an as needed basis and increased costs due to non-contract buying could be realized adversely affecting timelines of delivery.

FISCAL IMPACT:

Funds are not encumbered by this ordinance. All expenditures will be in accordance with the department's adopted budget approved by City Council. Purchases made by the departments are as needed and dependent upon available funds within their adopted budget.

RECOMMENDATION:

Staff recommends the acceptance of these contracts submitted through this ordinance to provide the City with specified services on an annual contract basis.

These contracts were procured on the basis of cooperative purchasing; therefore, a Contracts Disclosure Form is not required.