



Meeting Date: December 18, 2025 **Agenda Type:** Consent Items for Action

From: Jeffrey Jones **Reviewed by:** Carlos Salas
Information Technology Director of Technology
Manager

Submitted by: Greg Brown **Approved by:** Ryan Kelso
Chief Technology and Chief Executive Officer
Security Officer

RECOMMENDED ACTION: Authorize the CEO or His Designee to Negotiate and Execute a DIR Cooperative Agreement, DIR Contract No. DIR-CPO-5792, with Dell Marketing, LP for the Purchase of Computers and Other Products

BACKGROUND

New Braunfels Utilities (“NBU”) uses desktop, laptop, and tablet computers to conduct daily business and transactions. NBU’s Information Technology (“IT”) department adopted a computer replacement program that exchanges each user’s computer every four (4) years. This program ensures that NBU has up-to-date computer systems and maintains reliability and functionality. NBU currently uses Dell Marketing, LP (“Dell”) to supply its computer systems.

After extensive research and careful consideration, NBU’s IT department has elected to continue utilizing Dell's computer systems to increase resiliency and minimize downtime by replacing computer equipment. Dell offers the purchase of the equipment through the Texas Department of Information Resources (“DIR”) contract number DIR-CPO-5792 (the “Contract”). The Contract will allow NBU to obtain the computer equipment at a low rate and expedite the contracting process by purchasing the equipment in large batches. NBU’s use of DIR Contract number DIR-CPO-5792 satisfies the bidding requirements under Texas law.

NBU staff requests that the Board approve the Contract with Dell.

This item is being presented to the Board because the total amount of the Contract exceeds \$250,000.00.

FINANCIAL IMPACT

The total amount of the contract is \$1,200,000.00 over a three (3) year period. Each year, NBU will pay \$400,000.00 to satisfy the terms of the Contract. This item is budgeted within the IT department's Capital Equipment Replacement budget for Fiscal Year 2026 through Fiscal Year 2028.

LINK TO STRATEGIC PLAN

Infrastructure and Technology

Financial Excellence

EXHIBITS

1. Combined Dell DIR Contract – DIR-CPO-5792