File #: 2686-2025, **Version:** 1

This ordinance authorizes the Director of the Department of Technology (DoT) to enter into contract with Concourse Tech, Inc for the purchase of Proofpoint software maintenance and support services for a total cost of $431,243.12.

The Department of Technology uses Proofpoint software for advanced protection of City computer networks against external digital threats, including email-borne attacks, data loss, and social media risks.

The Department of Technology, Fiscal Department, solicited Information for Bids for the Proofpoint software maintenance and support services contract. RFQ031013 for the renewal purchase was formally advertised on the Vendor Services Portal from August 22, 2025, to September 17, 2025. The city received fourteen (14) responses on September 17, 2025. The responding firms were:

Company Name	Bid Amount	City/State
Concourse Tech, Inc	$431,243.12	New York, NY
AlxTel Inc	$432,143.21	Silver Spring, MD
Magoon LLC	$432,143.21	Elk Grove Village, IL
vCloud Tech Inc	$432,243.22	Rolling Hills, CA
Umer Muhammad	$432,243.22	La Puente, CA
Axelliant LLC	$432,343.23	Boerne, TX
Kambrian Corporation	$439,143.91	La Puente, CA
vPrime Tech Inc	$439,843.98	Houston, TX
Hypertec USA Inc	$439,943.99	Tempe, AZ
American Business Solutions	$443,044.30	Lewis Center, OH
Golden Five LLC	$444,144.41	San Pedro, CA
CDW Government LLC	$448,444.84	Vernon Hills, IL
Tech Advanced Computers Inc	$454,045.40	Pensacola, FL
TMH Solutions LLC	$458,845.88	Powell, OH

The winning bidder is in the process of a Business Name change from Coquina Labs, Inc to Concourse Tech, Inc. This change is complete with the Ohio Secretary of State, but still pending with the IRS.

After consultation with the City Attorney's Office, this Legislation and all associated documents shall reflect the name Concourse Tech, Inc, as only entities licensed to conduct business in Ohio may contract with the City. Award is to be made to Concourse Tech, Inc as the lowest responsive and responsible and best bidder for their bid of $431,243.12.

Searches in the Excluded Party List System (Federal) and the Findings for Recovery list (State) produced no findings Concourse Tech, Inc nor Coquina Labs, Inc.

The term of this agreement shall be from December 23, 2025 through December 22, 2026. This agreement is not subject

to automatic renewal. However, upon mutual agreement, to include same pricing and terms and conditions as those set forth, the services may be continued for four (4) additional one-year terms.

FISCAL IMPACT: The funds for this expenditure have been identified and are available within the Department of Technology, Information Services Division, Information Services Operating Fund for a total cost of $431,243.12.

CONTRACT COMPLIANCE

Vendor Name: Coquina Labs, Inc / Concourse Tech, Inc

Vendor Acct. #: 050694

CC-050694; Expiration Date 10/21/2026

After consultation with the City Auditor's Office, the Business Name on the vendor account must remain Coquina Labs. Inc. until the City Auditor is in receipt of the outstanding IRS letter confirming the vendor's business name change. However, the new pending name has been noted on the vendor account to allow legislation and contracting to move forward.

City policy states payment cannot be issued to Concourse Tech, Inc until the City Auditor receives the outstanding IRS name change confirmation letter. Concourse Tech, Inc. wishes to proceed with the agreement for services, and has affirmed its understanding that payment for this service will occur only after the City Auditor's receipt of the IRS confirmation letter documenting the formal name change.

To authorize the Director of the Department of Technology to enter into a contract with Concourse Tech, Inc. for the purchase of Proofpoint software maintenance and support services and to authorize the expenditure of $431,243.12 from the Department of Technology, Information Services Operating fund. ($431,243.12)

WHEREAS, the Department of Technology has a need for Proofpoint software maintenance and support services; and

WHEREAS, the Department of Technology uses Proofpoint software for advanced protection of City computer networks against external digital threats, including email-borne attacks, data loss, and social media risks; and

WHEREAS, the Department of Technology solicited bids via RFQ031013 for the purchase of the above-described software support, and award is to be made to Concourse Tech, Inc. as the lowest, most responsive bidder; and

WHEREAS, this ordinance authorizes the Director of the Department of Technology (DoT) to enter into contract with Concourse Tech, Inc for the purchase of Proofpoint software maintenance and support services at a cost of $431,243.12; and

WHEREAS, the term of this agreement shall be from December 23, 2025 through December 22, 2026. This agreement is not subject to automatic renewal. However, upon mutual agreement, to include same pricing and terms and conditions as those set forth, the services may be continued for four (4) additional one-year terms; and

WHEREAS, it has become necessary in the usual daily operation of the City, to authorize the Director of Department of Technology, to enter into contract with Concourse Tech, Inc for the purchase of Proofpoint software licensing, maintenance, and support services; **NOW, THEREFORE,**

BE IT ORDAINED BY THE COUNCIL OF THE CITY OF COLUMBUS:

SECTION 1. That the Director of the Department of Technology is hereby authorized to enter into contract with Concourse Tech, Inc for the purchase of Proofpoint software maintenance and support at a cost of $431,243.12, for a one (1) year term, starting on December 23, 2025 and ending December 22, 2026, with the option to renew four (4) additional one-year terms.

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SECTION 2. That the expenditure of $431,243.12, or so much thereof as may be necessary, is hereby authorized to be expended as shown in the attachment to this ordinance. (Please see 2686-2025 EXP)

SECTION 3. That the City Auditor is authorized to make any accounting changes to revise the funding source for all contracts or contract modifications associated with this ordinance.

SECTION 4. That the funds necessary to carry out the purpose of this ordinance are hereby deemed appropriated, and the City Auditor shall establish such accounting codes as necessary.

SECTION 5. That this ordinance shall take effect and be in force from and after the earliest period allowed by law.

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