



City of Austin

Recommendation for Action

File #: 26-2604, **Agenda Item #:** 12.

10/8/2026

Posting Language

Authorize a contract for cloud-based certification management and contract compliance software for Austin Small and Minority Business Resources with AskReply Inc. d/b/a B2Gnow, for an initial term of one year in an estimated amount of \$145,000 with up to four 1-year extension options each in variable amounts for a total contract amount not to exceed \$815,000. Funding: \$145,000 is available in the Fiscal Year 2026-2027 Operating Budget of Austin Small and Minority Business Resources. Funding for the remaining contract term is contingent upon available funding in future budgets.

Lead Department

Austin Financial Services.

Client Department(s)

Austin Small and Minority Business Resources.

Fiscal Note

Funding in the amount of \$145,000 is available in the Fiscal Year 2026-2027 Operating Budget of Austin Small and Minority Business Resources. Funding for the remaining contract term is contingent upon available funding in future budgets.

Procurement Language:

Multiple cooperative purchase programs were reviewed for these services. Austin Financial Services has determined this contractor best meets the needs of Austin Small and Minority Business Resources to provide these services required for the City.

MBE/WBE:

Cooperative Agreement contracts are exempt from the City Code Chapter 2-9B (Minority-Owned and Women-Owned Business Enterprise Procurement Program); therefore, no subcontracting goals were established.

For More Information:

Direct questions regarding this Recommendation for Council Action to Austin Financial Services - Central Procurement at: FSDCentralProcurementRCAs@austintexas.gov or 512-974-2500.

Additional Backup Information:

The contract will provide Austin Small and Minority Business Resources (ASMBR) with a certification and compliance management system, that provides comprehensive administration and management of ASMBR's certification process and compliance oversight of businesses doing business with the City. The system supports ASMBR's mission of promoting access and equity in City contracts, providing economic opportunity to small, minority and women-owned businesses. ASMBR will have the ability to complete the configuration of key areas, including implementation for airport concessions, utilization plan and goal-setting modules, and custom report development. These services are essential to Austin Small and Minority Business Resources' management of contract compliance modules, departmental reporting, and continuity of services provided to customers. ASMBR partnered with Austin Technology Services in 2018 for a partial implementation of the

Certification and Compliance System (CCS) utilizing the B2Gnow proprietary system. In 2020, ASMBR purchased additional B2G Modules to enhance the functionality of the CCS. Full implementation of the B2Gnow system occurred in 2023 and has been utilized continually since then.

This contract will replace an existing contract which expired September 5, 2026. The requested authorization amount was determined using departmental estimates based on historical spend and anticipated future usage. The recommended contractor is the current provider for these services.

Cooperative associations, themselves or using a lead government, competitively solicit and award contracts that are eligible for use by other qualified state and local governments. Due to their substantial volumes, larger than any one government could achieve independently, cooperative contracts routinely include superior terms, conditions, and pricing. Use of cooperative contracts also results in lower administrative costs and time savings.

If the contract is not approved, it will impact the City's ability to certify vendors seeking certification with the City, impacting the subcontractor utilization efficiencies for compliance monitoring that the department relies on for certification management and compliance program monitoring.

Contract Details:		
Contract Term	Length of Term	Contract Authorization
Initial Term	1 year	\$145,000
Optional Extension 1	1 year	\$150,000
Optional Extension 2	1 year	\$165,000
Optional Extension 3	1 year	\$175,000
Optional Extension 4	1 year	\$180,000
Total	5 years	\$815,000

Note: Contract Authorization amounts are based on the City's estimated annual usage and may be more or less in the initial term and in each exercised optional extension; however, the total contract amount will not exceed \$815,000.