

**THE UNIFIED GOVERNMENT OF ATHENS-CLARKE COUNTY  
COMMISSION AGENDA ITEM**

**SUBJECT:** Small Municipal & County Government Enterprise Agreement

**DATE:** May 4, 2023

**BUDGET INFORMATION:**

**REVENUES:** \$85,000 Geospatial Information Office FY23 Budget

**EXPENSES:**

ANNUAL: \$85,000

CAPITAL: None

OTHER: \$85,000/year in Years 2 & 3 of agreement (FY24 and FY25)

**FUNDING SOURCE:** General Fund

**COMMISSION ACTION REQUESTED ON:** June 6, 2023

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**PURPOSE:**

To request that the Mayor and Commission:

- a. Approve the selection of Environmental Systems Research Institute, Inc. (ESRI) as supplier of choice for Enterprise geospatial software;
- b. Approve a three year agreement, the total value of which is not to exceed \$270,000; and
- c. Authorize the Mayor and appropriate staff to execute all related documents.

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**HISTORY:**

1. Since circa 1994, Athens-Clarke has contracted with ESRI for the provision of licenses to use its software platform in the creation and management of geospatial data and maps.
2. On June 13, 2017, Athens-Clarke County moved away from a named-user licensing schema to Small Municipal and County Government Enterprise model, which offers a more complete geospatial ecosystem, more flexible licensing for end-users and greater computational capabilities.
3. Beginning in June 2018, contracts were signed on a year-to-year basis, with renewal occurring several weeks before the inception of a new Fiscal Year, a tacit agreement was in place to lock in pricing over a three year span according to ESRI's population-driven tiered pricing structure for local government entities.

4. On April 1, 2020, the U.S. Census Bureau conducted its 24<sup>th</sup> decennial enumeration of the population of the United States (census).
5. In April 2020, ACCGov's ESRI sales representative informed staff that a county population in excess of 125,000 but fewer than 175,000 would trigger movement into a higher pricing tier.
6. In June of 2020, the sales representative mentioned in item 5 above recanted, agreeing to keep the ACCGov contract dollar amount 'locked in' at \$75,000 per year for a period of 3 years.
7. On January 4, 2023, FY24 Operating Budget requests were due from departments.
8. On January 24, 2023, the Geospatial Information Office received from ESRI a quotation for renewal of its Small Municipal and County Government (SGEA) Enterprise Agreement showing three annual increments at a unit price of \$85,000 each for a grand total of \$255,000.
9. Also received at this time was an informal notice that ACCGov could expect the cost of the SGEA Enterprise Agreement to rise to \$113,000 in 2026 commensurate with the County's growth past the 125,000 population threshold.
10. From early February, 2023 to present, staff has attempted to investigate alternate solutions and to get the vendor to consent to a year-to-year agreement with the opportunity to renew twice at the same annual rate.

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**FACTS & ISSUES:**

1. The number of named system users has grown over the life of the Enterprise Agreement from around 60 to the current level of 758.
2. A number of critical business systems, including Clariti, Cityworks, Eagleview, and the QPublic viewer, are reliant on geospatial software. More specifically, Tylertech, maker of New World computer-aided dispatch (CAD) software used in routing public safety calls, references ESRI as the architecture on which its integrated mapping software is built.
3. The existing software is considered to be the industry standard, in use in greater than 55% of the GIS and mapping market. Further, ESRI employs an effective academic partnership model that ensures that most current and prospective future employees will have gained most or all of their geospatial literacy through the use of this software platform.

4. ESRI has provided documentation in the form of a justification letter identifying itself as a sole source vendor of bundled packages of its software. In other words, it does not deploy its software or training products via a third-party vendor.
5. Given the current system used by ACCGov is ESRI, in combination with their system functionality continuing to be owned, manufactured and distributed solely by ESRI, ESRI is considered and approved as a sole source purchase. Additionally, the difficulty or possibility of transitioning to a non-proprietary system has high risks of creating a non-functioning system which would lead to excessive costs for recovery, if recovery would be possible. ESRI is the sole source that can grant rights to copy, deploy and maintain the current system.
6. The proposal put forth by ESRI does cover three years. ESRI has repeatedly refused to provide a single year quote. The quotation contains a clause which states, "If any item is quoted with a multi-year payment schedule, then unless otherwise stated in this quotation, Customer is required to make all payments without right of cancellation."
7. Staff has informally consulted other similar agencies to try to determine an alternate path. Staff have reached the conclusion that an ESRI Enterprise Agreement will cause minimal disruption to employee productivity and operations.
8. This recommendation supports the following FY23-25 M&C Strategic Plan Goal and Strategy:
  - Organizational Improvement Goal, Strategy C: *Improve programs, processes, policies and communication external and internal, assess how resources are allocated to meet existing and future needs for better service delivery and what we deliver*

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**OPTIONS:**

1. Mayor and Commission:
  - a. Approve the selection of Environmental Systems Research Institute, Inc. (ESRI) as supplier of choice for Enterprise geospatial software;
  - b. Approve a three year agreement, the total value of which is not to exceed \$270,000; and
  - c. Authorize the Mayor and appropriate staff to execute all related documents.
2. Mayor and Commission deny selection of Environmental Systems Research Institute, Inc. (ESRI) as supplier of choice for Enterprise geospatial software.
3. Mayor and Commission defined option.

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**DEPARTMENT RECOMMENDED ACTION:** Option #1 a, b, and c

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**DEPARTMENT:**

Prepared by: Joseph G. D'Angelo



Chief Data Officer

5/04/23

Date:

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**ADMINISTRATIVE COMMENTS:**

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**ADMINISTRATIVE RECOMMENDATION:** Option #1 a, b, and c



Manager

May 10, 2023

Date:

**ATTACHMENT:**

Attachment #1: Sole Source Documentation

**SOLE SOURCE LETTER**

**Environmental Systems Research Institute, Inc. (Esri)  
380 New York Street  
Redlands, CA 92373**



**DATE:** May 3, 2023

**TO:** County of Athens Clarke

**FROM:** Jackie Ricks, Contracts Specialist I, Contracts and Legal Services Dept.

**RE: Esri Sole Source Justification for Small Municipal and County Government Enterprise Agreement**

This letter confirms Esri, as owner and manufacturer, is the sole source provider of all U.S. domestic Small Municipal and County Government Enterprise Agreements (EA). The Small Municipal and County Government EA is a bundled package of term limited software licenses and maintenance that includes the right to copy.

Esri is the only source that can grant a right to copy and deploy Enterprise Software within your organization (Enterprise). Also, domestically Esri is the only source of maintenance (updates and technical support) for all Esri® software.

If you have further questions, please feel free to call our Contracts and Legal Services Department at 909-793-2853, extension 1990.



Jackie Ricks