

**DATE:** December 15, 2021

**TO:** THOMAS ESQUEDA, City Manager  
City Manager's Office

**FROM:** BRYON HORN, Chief Information Officer  
Information Services Department

**SUBJECT:** Uniquely qualified subscription agreement for ESRI Advantage

The purpose of this memorandum is to request authorization to dispense with the City of Fresno's (COF) standard Request for Proposal (RFP) process set forth in Administrative Order 6-28, so that the Information Services Department (ISD) may ask Council to enter into a one year subscription with ESRI for their Enterprise Advantage Program (EEAP) designed to provide enterprise-wide geospatial enablement through technical advisory, annual planning, collaborative technical work plan and access to exclusive quarterly technology webcasts. The amount of the subscription is \$65,400. Funds would be spent from ISD's Systems Acquisition and Maintenance (SAM) Fund for FY 22. This is a one year agreement as we will be consolidating all ESRI licenses when we renew our ESRI licenses next year.

The City of Fresno has standardized on ESRI as a GIS platform. ESRI has served the City well by meeting our needs. ISD wants to expand this program city-wide not only consolidating licenses, but allowing other departments access to the ESRI platform. Although it can be said that ESRI meets our needs and there are other suppliers that can offer ESRI licensing, the ESRI Advantage Program as it is packaged for the City of Fresno is not offered by the other vendors. ESRI has proven to be a good value to the City and we believe the pricing is fair and competitive. Due to these factors, we believe that they are uniquely qualified and recommend that the City enter into a one year subscription as the next step in the development of our GIS Program.

☒ Approved ☐ Denied

  
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Thomas Esqueda, City Manager