



March 7, 2025

Edith Smith
City of Fresno
2600 Fresno St, Room 1059
Fresno, CA 93721

Dear Edith:

As a follow-up to our ongoing meetings regarding an Enterprise Agreement for City of Fresno, I am providing proposed pricing and product rights below.

The Esri Enterprise Agreement (EA) will remain in effect for three (3) years and grant City of Fresno access to the Esri products listed below.

Maintenance on all listed software, including maintenance on listed software deployed prior to the Agreement, is included for the term of the EA. This Agreement also includes Licenses that are Annual and will expire at the end of the Agreement.

The Agreement will be effective on August 24, 2025, and requires a firm three-year commitment.

The City of Fresno has expanded its GIS deployment to support various departments, including the Department of Public Utilities, Police, Fire, Economic Development, Public Works, and Parks & Recreation. While the City has made excellent use of its existing ArcGIS software, future projects will heavily rely on location technology, further establishing ArcGIS as a critical enterprise system. This proposal accounts for the planned growth from these projects and includes existing ArcGIS software, along with both Desktop and User Type licenses to facilitate a smooth transition to modern role-based licensing, simplifying how users access GIS.

Although your organization has already deployed a considerable amount of Esri technology, our experience with similar customers indicates there is significant potential to apply GIS in many additional areas within your organization. For these reasons, we believe your organization will greatly benefit from an Enterprise Agreement. An EA offers numerous benefits including:

- A lower cost per unit for licensed software
- Substantially reduced administrative and procurement expenses
- Maintenance on all Esri software identified in this proposal and deployed within the organization
- Complete flexibility to deploy software products when and where needed

Proposed payment terms for the EA, developed to reflect your organization's anticipated deployment schedule, are as follows:

	Year 1	Year 2	Year 3	Total
Annual EA Fee	\$554,400	\$595,100	\$641,500	\$1,791,000

Esri products and services to which City of Fresno will have deployment rights during the term of this agreement include:

EA Products— Esri Flex (formerly Uncapped) *

Product - Perpetual	Total
ArcGIS Enterprise: ArcGIS Enterprise (Advanced and Standard)	Esri Flex
ArcGIS Enterprise Extensions: ArcGIS 3D Analyst, ArcGIS Data Reviewer, ArcGIS Geostatistical Analyst, ArcGIS Network Analyst, ArcGIS Schematics, and ArcGIS Spatial Analyst	Esri Flex
ArcGIS GIS Server: Advanced, Standard, Basic	Esri Flex
ArcGIS Enterprise Additional Capability Servers: ArcGIS Image Server, ArcGIS GeoEvent Server	Esri Flex
ArcGIS Monitor	Esri Flex
ArcGIS Runtime Advanced	Esri Flex
ArcGIS Runtime Analysis Extension	Esri Flex

Product - Subscription	Total
ArcGIS Enterprise Mobile Worker User Type Annual Subscription	Esri Flex
ArcGIS Enterprise Creator User Type Annual Subscription	Esri Flex
ArcGIS Enterprise Professional User Type Annual Subscription	Esri Flex
ArcGIS Enterprise Professional Plus User Type Annual Subscription	Esri Flex
ArcGIS 3D Analyst for ArcGIS Pro (Add-on App) for ArcGIS Enterprise Creator or Professional User Type Annual Subscription	Esri Flex
ArcGIS Data Reviewer for ArcGIS Pro (Add-on App) for ArcGIS Enterprise Creator or Professional User Type Annual Subscription	Esri Flex
ArcGIS Geostatistical Analyst for ArcGIS Pro (Add-on App) for ArcGIS Enterprise Creator or Professional User Type Annual Subscription	Esri Flex
ArcGIS Network Analyst for ArcGIS Pro (Add-on App) for ArcGIS Enterprise Creator or Professional User Type Annual Subscription	Esri Flex
ArcGIS Publisher for ArcGIS Pro (Add-on App) for ArcGIS Enterprise Creator or Professional User Type Annual Subscription	Esri Flex

ArcGIS Spatial Analyst for ArcGIS Pro (Add-on App) for ArcGIS Enterprise Creator or Professional User Type Annual Subscription	Esri Flex
ArcGIS Workflow Manager for ArcGIS Pro (Add-on App) for ArcGIS Enterprise Creator or Professional User Type Annual Subscription	Esri Flex
ArcGIS Online Viewer User Type Annual Subscription	Esri Flex
ArcGIS Online Mobile Worker User Type Annual Subscription	Esri Flex
ArcGIS Online Creator User Type Annual Subscription	Esri Flex
ArcGIS Online Professional User Type Annual Subscription	Esri Flex
ArcGIS Online Professional Plus User Type Annual Subscription	Esri Flex
ArcGIS 3D Analyst for ArcGIS Pro (Add-on App) for ArcGIS Online Creator or Professional User Type Annual Subscription	Esri Flex
ArcGIS Data Reviewer for ArcGIS Pro (Add-on App) for ArcGIS Online Creator or Professional User Type Annual Subscription	Esri Flex
ArcGIS Geostatistical Analyst for ArcGIS Pro (Add-on App) for ArcGIS Online Creator or Professional User Type Annual Subscription	Esri Flex
ArcGIS Network Analyst for ArcGIS Pro (Add-on App) for ArcGIS Online Creator or Professional User Type Annual Subscription	Esri Flex
ArcGIS Publisher for ArcGIS Pro (Add-on App) for ArcGIS Online Creator or Professional User Type Annual Subscription	Esri Flex
ArcGIS Spatial Analyst for ArcGIS Pro (Add-on App) for ArcGIS Online Creator or Professional User Type Annual Subscription	Esri Flex
ArcGIS Workflow Manager for ArcGIS Pro (Add-on App) for ArcGIS Online Creator or Professional User Type Annual Subscription	Esri Flex

*Esri Flex (formerly Uncapped) provides the right to deploy quantities as needed throughout the term of the Agreement.

The Enterprise Agreement also includes:

EA Products—Capped Quantities

ArcGIS Desktop Perpetual Products	SU/CU	Rolled-In Qty. (if applicable)	Qty. to Be Deployed	Total
ArcGIS Desktop: Advanced	SU	39	0	39
ArcGIS Desktop: Basic	SU	23	0	23
ArcGIS Desktop Extensions: ArcGIS 3D Analyst	SU	3	0	3
ArcGIS Desktop Extensions: ArcGIS Data Reviewer	SU	1	0	1
ArcGIS Desktop Extensions: ArcGIS Geostatistical Analyst	SU	1	0	1
ArcGIS Desktop Extensions: ArcGIS Network Analyst	SU	5	0	5
ArcGIS Desktop Extensions: ArcGIS Publisher	SU	2	0	2

ArcGIS Desktop Extensions: ArcGIS Spatial Analyst	SU	9	0	9
ArcGIS Desktop Extensions: ArcGIS Workflow Manager	SU	1	0	1

Annual Subscription Products	Term 1	Term 2	Term 3
ArcGIS Drone2Map Advanced for ArcGIS Online Annual Subscription	1	1	1
ArcGIS Developer Bundle Annual Subscription	1	1	1
ArcGIS Hub Premium ArcGIS Online Community Annual Subscription	1	1	1
ArcGIS Hub Premium Additional 1,000 ArcGIS Online Community Creator Annual Subscription	1	1	1

User Type Products	Term 1	Term 2	Term 3
ArcGIS Enterprise	<i>(number of Users per Term)</i>		
ArcGIS Data Interoperability for ArcGIS Pro (Add-on App) for ArcGIS Enterprise Creator or Professional User Type Annual Subscription	1	1	1
ArcGIS Image Analyst for ArcGIS Pro (Add-on App) for ArcGIS Enterprise Creator or Professional User Type Annual Subscription	1	1	1
ArcGIS Online (1 Organizational Subscription)	<i>(Quantity per Term)</i>		
ArcGIS Data Interoperability for ArcGIS Pro (Add-on App) for ArcGIS Online Creator or GIS Professional User Type Annual Subscription	1	1	1
ArcGIS Image Analyst for ArcGIS Pro (Add-on App) for ArcGIS Online Creator or Professional User Type Annual Subscription	1	1	1
ArcGIS Online Service Credits (based on user types listed under Esri Flex)	52,500	65,500	89,000

The EA also includes the following additional components:

Additional Benefits	Quantity
Esri International User Conference Registrations	15
Authorized Tier-Two Standard Support Callers	3

Advantage Program: One annual subscription to the Advantage Program.

- This program includes the following components per year for three years:
 - Up to 100 Advisor hours

- Annual one-day Planning Meeting
- Technology Webcasts
- 100 Learning and Services credits that can apply towards:
 - **Business and Technical Consulting:** Access to a range of industry, business, and technical domain consultants. Get advice and hands-on help from GIS experts, industry specialists, developers, and designers.
 - **Training:** Access to an extensive curriculum of instructor-led training courses as well as client-site training options. A complete list of Esri training facilities and course catalog are available at www.esri.com/training.
 - **Premium Support Services (PSS):** Access to prioritized incident management and all-hours technical support. PSS has been designed to meet the needs of Esri customers who are developing, implementing, or supporting complex, mission-critical GIS applications.
 - **Esri Managed Cloud Services:** Access to a variety of hosting options for the ArcGIS platform that leverage a cloud environment designed to be reliable, cost-effective, and secure.
- Unused Learning and Services credits will expire 24 months from their purchase date, or one month after the expiration of the program, whichever is first. Learning and Services credits are a flexible way for your organization to receive focused technical enablement support. These credits are not intended for use on project-specific professional services. Any project-related activities requiring Esri Project Services support will be scoped, budgeted, and scheduled outside of the Advantage Program. You can find more information about the Advantage Program at www.esri.com/services/eeap.
- Any activities proposed to be completed under the Advantage Program would be subject to review and approval by Esri to ensure alignment with the intent of the Advantage Program.
- At time of renewal, Esri reserves the right to update Advantage Program (AP) terms to reflect the latest program offering.

This proposal is valid for 30 days. In order to complete the agreement within this timeframe, I ask that you contact me within the next seven days to work through any questions or concerns you may have.

Esri and City of Fresno have a long and rich history working together. I appreciate the opportunity to present you with this proposal, as I believe it will greatly benefit your organization. Thank you very much for your consideration.

Best regards,

Corey Welsh
Sr. Account Manager, Local Government