

## SOLE SOURCE LETTER

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



**DATE:** August 3, 2021  
**TO:** City of Fresno  
**FROM:** Jackie Ricks, Esri Contract Coordinator  
**RE:** **Sole Source Justification for Advantage Program (AP)**

This letter confirms Esri is the sole-source provider of all U.S. domestic based Advantage Programs (AP). The program offers customers focused account and technical management, a flexible spending program for Esri services support, and other exclusive advantages. While some training and services are available through value-added resellers on a unit priced basis, Esri is the only source for a packaged broad-based support program of this type.

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

Sincerely,

Jackie Ricks  
Contract Coordinator



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