

City Council – Action Request Form

Date: May 25, 2018

To: The City Manager

From: Thomas Kureczka, Chief Information Officer

Council Action Requested:

Request to Enter into an Enterprise Agreement with Environmental Systems Research Institute, Inc. (ESRI) for Geographic Information Systems (GIS) Software Licenses and Maintenance

Strategic Focus Area: Service Excellence

Strategic Objective: NA

Strategic Plan Action Item: No

Key Work Item: No



Summary of Information:

The City of Winston-Salem has been using software for servers and desktop computers from ESRI to create and manage spatial data since 1996, and the City’s Geographic Information Systems (GIS) run on this platform. ESRI is one of the leading GIS vendors in the market, and the City has made substantial investments in solutions using this platform for many years. ESRI only sells their software licenses and maintenance services directly, with no third parties.

The need to associate assets and City operations to geographic locations has greatly increased over time, and City departments depend upon GIS data to perform their day-to-day operations. Police, Fire, Planning and Development Services, Emergency Management, City Link, Real Estate, Engineering, and all of Public Works are just some of the departments that rely on GIS data.

Currently the City uses a shared license model for employees to access ESRI products, and the City must purchase individual server licenses. The number of employees who use the software has increased over 300 percent, and the I.S. Department regularly exhausts the number of licenses available to employees. Additionally, new projects in Information Systems and Utilities will require the purchase of additional server licenses.

Committee Action:

Committee	Finance 6/1//18	Action	Apporval
For	Unanimous	Against	

Remarks:

Establishing an Enterprise Agreement (EA) with ESRI will allow the City to assign individual licenses to all employees as needed, including tablet applications for crews in the field, and the City will not have to purchase server licenses. This agreement will provide significant, long-term cost savings.

ESRI uses a tiered government-pricing model for Enterprise Agreements. Based upon the population count, the City of Winston-Salem qualifies for pricing for a population of up to 250,000, and the City can lock into this pricing level now, even if the City's population increases in the future.

In addition to the software licenses, the EA provides access to enhanced technical support and free online training for employees.

The proposed three-year contract amount will be \$468,000 with a first-year payment of \$156,000. Second and third-year payments will remain the same. Funding for the Enterprise Agreement will come from the I.S. and Utilities budgets. There is sufficient funding in the proposed I.S. budget for FY 2018-2019 to cover half of the annual cost for the first year, and Utilities will be using approved project funds to cover the other half. The two departments will continue to split the cost equally for the duration of the EA.

It is the staff's recommendation that the City enter into an Enterprise Agreement with ESRI. The agreement will be for three years and include software subscription licenses for employees and software licenses for databases and servers.