CITY OF CORAL GABLES

- MEMORANDUM-

TO: Michael Pounds
Chief Procurement Officer

DATE: JULY 21, 2016

FROM: Mark Hébert
IT Sr. Analyst

SUBJECT: SOLE SOURCE DETERMINATON

The City of Coral Gables Information Technology (IT) Department has identified and determined a need to expand GIS services to an enterprise level system architecture. This requires additional licenses of proprietary, sole source software products and capabilities. These are available through a Small Government Enterprise License Agreement (SGELA) as provided by ESRI.

GIS operations in the City have been using the industry standard ESRI GIS software for over twenty (20) years. ESRI's tools and products are continuously used to serve the City's decision-making processes and presentation needs; and support important City operations. ESRI is the same product vendor used by Miami Dade County GIS; as well as the GIS platform of choice for many of the applications supporting Public Safety, Public Works, and Development Services business operations.

As ESRI attests in the Sole Source letter attachment, they are the owner, manufacturer, and distributor of all of their GIS products. A good faith review of available GIS enterprise alternatives shows that there are no comparable products in the market that match ESRI's integrated, holistic system architecture (desktop, server, cloud, development, operations).

The web site *GIS Geography*, in a June 11th, 2016 web article entitled "Mapping Out the GIS Software Landscape" (http://gisgeography.com/mapping-out-gis-software-landscape/), stated: "Esri leads the GIS software industry in user community discussion, employer software usage and academic research – by a substantial margin. …Esri raises the bar to the next level in the GIS industry while other GIS software options are left playing catch-up."

It would be counterproductive to attempt to move away from the ESRI platform in the short to midterm with no real, coherent alternatives. The same article above, does acknowledge a number of desktop or server products currently exist, but that they do not support enterprise needs for distributed service, ubiquitous access, map/data analytics, and robust integration of GIS operations and data management.

IT is looking to move to an enterprise GIS model precisely for the purposes of expanding the GIS service offerings, leveraging web and cloud capabilities, and supporting information and

operation analytics that. The current GIS market conditions limit IT's alternatives for sourcing a GIS enterprise architecture that can be effectively deployed as an extension of the existing GIS regime. It is therefore recommended that a sole source determination be made to procure a Small Government Enterprise License Agreement from ESRI.

C:

Raimundo Rodulfo

Attachments:

ESRI Sole Source Letter
ESRI Quote

Approved as to compliance with
applicable procurement requirements:

Michael P. Pounds,
Chief Procurement Officer