

CITY OF CORAL GABLES

- MEMORANDUM-

TO: Celeste Walker
Finance Assistant Director

DATE: JULY 29, 2019

FROM: Mark Hébert
IT Sr. Analyst

SUBJECT: SOLE SOURCE
PROCUREMENT
DETERMINATION

The City of Coral Gables Information Technology (IT) Department expanded GIS services to an enterprise level system architecture in 2016 with the initial acquisition of a Small Government Enterprise License Agreement (SGELA) as provided by ESRI. The ELA has a term of 3 years, and so requires renewal this coming fiscal year, 2019.

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 Berkshire Hathaway web site *Business Wire*, in a January 31st, 2019 web article entitled "ARC Advisory Group Report Names Esri GIS Market Leader" (<https://www.businesswire.com/news/home/20190131005210/en/ARC-Advisory-Group-Report-Names-Esri-GIS>), stated: "Esri [...] offers the most powerful Geospatial Cloud available. Today, Esri software is deployed in more than 350,000 organizations including the world's largest cities, most national governments, 75 percent of Fortune 500 companies, and more than 7,000 colleges and universities. With its pioneering commitment to geospatial information technology, Esri engineers the most advanced solutions for digital transformation, the Internet of Things (IoT), and advanced analytics."

It is not conducive to the mission critical operations of the IT department to move away from the ESRI platform in the short to midterm without an actual alternative. As cited in the 2016 sole source determination memo: "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.”

By continuing with our enterprise GIS, and working toward horizontal integration of enterprise systems, IT is expanding the GIS service offerings, leveraging web and cloud capabilities, and supporting information and operation analytics. 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 Affidavit

ESRI SGELA