



BOARD OF SUPERVISORS
AGENDA LETTER

Agenda Number:

Clerk of the Board of Supervisors
105 E. Anapamu Street, Suite 407
Santa Barbara, CA 93101
(805) 568-2240

Department Name: General Services
Department No.: 063
For Agenda Of: August 23, 2022
Placement: Administrative
Estimated Time: N/A
Continued Item: No
If Yes, date from:
Vote Required: 4/5

TO: Board of Supervisors
FROM: General Services Janette D. Pell, Director (805) 560-1011

Contact Info: Andre Monostori, Assistant Director (805) 568-2606

SUBJECT: Professional Services Agreement with Esri, Inc. for ArcGIS Enterprise Licensing and System Design; All Districts

County Counsel Concurrence

As to form: Yes

Other Concurrence: Risk Management

As to form: Yes

Auditor-Controller Concurrence

As to form: Yes

Other Concurrence

Recommended Actions:

That the Board of Supervisors:

- a) Approve and authorize the Chair to execute the attached Enterprise Agreement (EA) with Environmental Systems Research Institute (Esri), Inc., to provide multi-year enterprise licensing for ArcGIS Enterprise Licensing for the period covering August 23, 2022 through August 22, 2025 in the total amount not to exceed \$675,000.00; and
- b) Delegate to the General Services Director, or her designee, the authority to exercise the options to purchase additional years of enterprise licensing for Years 4 and 5 as set forth in Appendix B of the EA Fee Schedule of the EA Agreement with annual amounts not to exceed \$275,000.00 and \$300,000.00, respectively, subject to the Board's authority to rescind this delegated authority at any time; and
- c) Delegate to the General Services Director or designee the authority to issue amendments to the EA in an amount not to exceed 5%, or \$33,750, for Years 1, 2, and 3; and \$13,750.00 and \$15,000.00, respectively for Years 4 and 5, subject to concurrence by County Counsel, Risk Management and Auditor Controller, and the Board's ability to rescind this delegated authority at any time; and

- d) Approve and authorize the Chair to execute a Task Order to purchase System Design Architecture services from Esri, Inc., in the amount of \$33,120.00; and
- e) Delegate to the General Services Director or designee the authority to add additional System Design Architectural services to the Task Order in an amount not to exceed \$10,000, subject to concurrence by County Counsel, Risk Management and Auditor Controller, and the Board's ability to rescind this delegated authority at any time; and
- f) Approve and authorize the Chair to execute the attached Master Service Agreement with Esri, Inc., which governs the County's use of the Esri products and Esri's provision of services under the EA and Task Orders; and
- g) Approve Budget Revision BJE0008244; and
- h) Determine that the above recommended actions are government funding mechanism or other government fiscal activities, which do not involve any commitment to any specific project that may result in a potentially significant physical impact on the environment and is therefore not a project under the California Environmental Quality Act (CEQA) pursuant to section 15378(b)(4) of the CEQA Guidelines.

Summary Text:

Approval of the Recommended Actions will allow the County to consolidate the purchase of ArcGIS licensing within an enterprise model from Esri. This will allow for the:

- Ability to integrate and work across agencies within and outside of County of Santa Barbara
- Ability to leverage national data resources into mapping and data-driven decision making
- Expand licensing as needed without capital purchases and increases to maintenance costs
- Allow access to additional services unavailable under the current purchase model
- Be more responsive to disasters and other emergency events by having licenses available as needed
- Allow for a central geodatabase that contains current and authoritative data
- Allow for the creation of a Countywide geolocation data standard
- Stabilize pricing over the first three years of the agreement

Background:

The County of Santa Barbara is heavily reliant on the availability of data to inform decision making, manage day-to-day operations, optimize service delivery, and improve citizen engagement. Geospatial data, as it is currently, is no exception. However, the current decentralized GIS model within the County makes the use and management of this data difficult and inefficient. Currently, Sheriff, Fire, Office of Emergency Management, Public Health, Behavioral Wellness, Clerk-Recorder-Assessor-Elections, Planning and Development, and Public Works maintain their own systems and staff to manage individual instances of Esri. Currently these departments procure licenses separately. Upon Board approval, all departments' licenses will come under the Enterprise Agreement. The purchase of enterprise-level licensing will be a strategic investment on the part of the County and in alignment with the objectives of Renew '22. Not only will it expand access to the application, it will also set the stage,

once a Geolocation Data Standard is in place, for improved functionality that will provide easier, convenient access to more detailed, accurate geospatial data across the enterprise.

The EA (Attachment A) provides for the licensing and deployment of Esri’s products specified in Appendices A and B of the EA, delivery of product maintenance, and provision of the Esri user conference registrations. The Master Services Agreement (Attachment B) governs the County’s use of the products and Esri’s provision of the services, including the system design architecture services as shown in the Task Order (Attachment C). These services will allow the County to work with Esri to make changes to the County’s server environment to improve interoperability and data storage among departments.

Key Contract Risks

The proposed Enterprise Agreement will procure subscriptions for licenses and maintenance for Esri’s products for a three-year period, with options to renew the EA for a fourth and then fifth year. Esri meets the criteria for financial conditions. County will be invoiced on an annual basis for the EA licensing and will be invoiced on an as-need for all work performed under the MSA, including for the System Design Architecture services. Negotiations with Esri resulted in changes to the County’s standard terms in the following areas: termination, insurance and indemnification, limitation of liability, and force majeure. Risks associated with these changes have been mitigated with input from the applicable departments.

Fiscal and Facilities Impacts:

Budgeted:

The year-one costs for the ESRI EA are funded by the Executive Information Technology Council (EITC) Technology Fund. Budget Revision BJE 0008244 is attached for your approval (Attachment D).

Fiscal Analysis:

Department Funding	FY 22-23	FY 23-24	FY 24-25	FY 25-26 (Optional)	FY 26-27 (Optional)	Total
EITC Technology Fund (Annual Enterprise Agreement (EA) Fee)	\$101,300.00					\$101,300.00
EITC Technology Fund (Advantage Program)	\$98,700.00					\$98,700.00
EITC Technology Fund (Premium Support - Optional)	\$18,000.00					\$18,000.00
EITC Technology Fund (System Design Architecture)	\$33,120.00					\$33,120.00
Reimbursement by Using Departments (Annual EA Fee)		\$126,300.00	\$151,300.00	\$161,100.00	\$180,600.00	\$619,300.00
Reimbursement by Using Departments (Advantage Program)		\$98,700.00	\$98,700.00	\$113,900.00	\$119,400.00	\$430,700.00
Reimbursement by Using Departments (Premium Support - Optional)		\$18,000.00	\$18,000.00	\$21,800.00	\$22,600.00	\$80,400.00
Total	\$251,120.00	\$243,000.00	\$268,000.00	\$296,800.00	\$322,600.00	\$1,381,520.00

Narrative:

The Executive Information Technology Counsel (EITC) will fund fees for year one. General Services – IT will fund fees for years two and three, with the option to exercise years four and five. General Services – IT will use a rate methodology for reimbursement based on consumption of licenses by using departments.

Attachments:

1. Attachment A—Enterprise Agreement with Esri, Inc.
2. Attachment B—Master Agreement with Esri, Inc.

3. Attachment C—Esri System Design Task Order
4. Attachment D—Budget Revision BJE0008244

Authored by:

Jason Womack, Administrative Office Professional II, General Services Department

Special Instructions:

Clerk of the Board: Please return two (2) copies of each of the three executed agreements plus the minute order of the action to the General Services Department, attention: Jason Womack, AOP II, General Services Department.

cc: