



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

Submitted on:
(COB Stamp)

Department Name: Information Technology
Department No.: 067
Agenda Date: January 13, 2026
Placement: Administrative Agenda
Estimated Time: NA
Continued Item: No
If Yes, date from: NA
Vote Required: Majority

TO: Board of Supervisors
FROM: Department Director: Chris Chirgwin, Chief Information Officer (CIO)
Contact: Andre Monostori, Deputy CIO
SUBJECT: Second Amendment to the Agreement with Environmental Systems Research Institute, Inc.

County Counsel Concurrence

As to form: Yes

Other Concurrence: Risk Management

As to form: Yes

Auditor-Controller Concurrence

As to form: Yes

Recommended Actions:

That the Board of Supervisors:

- a) Approve and authorize the Chief Information Officer to execute the Second Amendment (Second Amendment) to the Agreement with Environmental Systems Research Institute, Inc. (Esri) (BC22081/SCON-001479) (Agreement) and to increase the Maximum Agreement Amount by \$71,800 to \$1,488,720;
- b) Authorize the Chief Information Officer to execute amendments to the Agreement to expend a supplemental services amount in an aggregate amount not to exceed \$75,000 for the remaining term of the Agreement; and
- c) Determine that the above recommended actions are a government funding mechanism or other government fiscal activity, which does 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:

Staff requests the Board approve a Second Amendment to the Agreement with Esri, Inc. and increase the Maximum Agreement Amount by \$71,800 to \$1,488,720 for the procurement of learning credits for ArcGIS Indoors.

Discussion:

The purpose of the Second Amendment is to reflect the addition of 100 learning credits to the annual subscription for the Advantage Program. The learning credits will be used to train staff as part of the rollout of ArcGIS Indoors, an indoor mapping and space management solution that will enable the County to create, manage, and leverage geographic information systems for enhanced facility management and wayfinding.

Background:

The County of Santa Barbara heavily relies on the availability of data to inform decision making, manage day-to-day operations, optimize service delivery, and improve citizen engagement. Geospatial data is no exception. On August 22, 2022, the Board approved an Enterprise Agreement (BC22081/SCON-001479) to provide multi-year licensing for ArcGIS Enterprise. The agreement was a strategic investment by the County and is aligned with the objectives of the Renew initiative. Not only does the agreement expand access to the application, it also sets the stage for improved functionality that will provide easier, convenient access to more detailed, accurate geospatial data for use throughout the County. On July 15, 2025, the Board approved the First Amendment to the Enterprise Agreement (BC22801/SCON-001479). That amendment added funding to procure licensing for ArcGIS Indoors, adjusted the licensing to a role-based model, and approved and authorized the Chief Information Officer to exercise the options for Fiscal Years 2025-26 and 2026-27.

Contract Renewals:

The Information Technology Department exercised the option to extend the Agreement for Fiscal Years 2025-26 and will exercise the option for Fiscal Year 2026-2027.

Fiscal and Facilities Impacts:

The Second Amendment will increase the cost in Fiscal Year 2025-26 by \$71,800 for the additional 100 learning credits for ArcGIS Indoors, increasing the maximum contract amount to \$1,488,720. As the table below shows, the Executive Information Technology Council funded Ersi in Fiscal Year 2022-23. The Information Technology Shared Services Fund 1915 funded Fiscal Years 2023-24, 2024-25, and 2025-26 via reimbursement from participating departments and will fund Fiscal Year 2026-27, in the same rate methodology, should ITD elect to exercise the option. The additional \$71,800 for this amendment will be funded primarily by \$57,800 of amounts collected in Fiscal Years 2023-24 through 2025-26 but not used for optional premium support services. The remaining \$14,000 will be absorbed by the operating reserves of the Information Technology Services Fund. The authorization to the CIO to execute amendments up to \$75,000 will enable timely action on contract changes necessary to address the evolving operational needs of the ArcGIS platform. Any such amendments will be contingent upon funding availability within the fiscal year of execution or incorporation into future rates to ensure full cost recovery.

Fiscal Analysis:

Funding Source	FY 2022-23	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27 (Optional)	Total
EITC Technology Fund*	\$251,120					\$251,120
Reimbursement From Participating Departments*		243,000	268,000	368,600	358,000	1,237,600
Total	\$251,120	\$243,000	\$268,000	\$368,600	\$358,000	\$1,488,720

**Includes annual enterprise agreement (EA) fee, Advantage Program, premium support (optional), and system design architecture.*

Actual costs invoiced by Esri have been less than the amounts anticipated under the Agreement due to credits, lower-than-expected implementation fees, and the County not opting for the optional premium support services. At this time, staff anticipate \$1,364,512 of the total contract amount will actually be consumed by the end of the Agreement, resulting in contract savings of \$124,208. Funding sources are not charged for these anticipated contract savings.

Special Instructions:

Please email a copy of the executed Second Amendment and minute order to Onelia Rodriguez (onrodriguez@countyofsb.org) and Jason Womack (jwomack@countyofsb.org) with the Information Technology Department.

Attachments:

Attachment A – Second Amendment to Agreement with Esri

Attachment B – First Amendment to Agreement with Esri

Attachment C – Original Enterprise Agreement with Esri

Contact Information:

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