



February 15, 2024

Shoreh Elhami
City of Columbus
1111 E. Broad St.
Columbus, OH 43205

Dear Shoreh:

As a follow-up to our meetings regarding an Enterprise Agreement for the City of Columbus I am providing proposed pricing and key business terms below.

The Esri Enterprise Agreement (EA) will remain in effect for three (3) years and grant the City of Columbus uncapped access to the Esri products listed below.

Maintenance on all listed software, including maintenance on listed software deployed prior to the agreement, is included in the term of the EA.

The Agreement will be effective on April 15, 2024, and requires a firm three-year commitment.

Columbus has been a long-time partner of Esri's, building innovative GIS applications for many years to support the City's mission of better serving its citizens and constituency. Moreover, Esri is excited to deepen our partnership by helping the City expand and modernize GIS technology over the coming years.

Although your organization has already deployed a considerable amount of Esri technology, our experience with similar customers indicates there is significant potential to apply GIS in many additional areas within your organization. For these reasons, we believe your organization will greatly benefit from an Enterprise Agreement. An EA offers numerous benefits including:

- A lower cost per unit for licensed software
- Substantially reduced administrative and procurement expenses
- Maintenance of all Esri software identified in this proposal and deployed within the organization
- Complete flexibility to deploy software products when and where needed

Proposed payment terms for the EA, developed to reflect your organization's anticipated deployment schedule, are as follows:

	Term 1	Term 2	Term 3	Total
Annual EA Fee	\$525,000	\$525,000	\$575,000	\$1,625,000

Esri products and services to which Columbus will have uncapped deployment rights during the term of this Agreement include:

EA Products—Uncapped Quantities

Product	Total
ArcGIS Desktop: Advanced, Standard, and Basic (Single and Concurrent Use)	Uncapped
ArcGIS Desktop Extensions: ArcGIS 3D Analyst, ArcGIS Data Reviewer, ArcGIS Geostatistical Analyst, ArcGIS Network Analyst, ArcGIS Publisher, ArcGIS Schematics, ArcGIS Spatial Analyst, and ArcGIS Workflow Manager (Single and Concurrent Use)	Uncapped
ArcGIS Enterprise: ArcGIS Enterprise (Advanced and Standard)	Uncapped
ArcGIS Enterprise Extensions: ArcGIS 3D Analyst, ArcGIS Data Reviewer, ArcGIS Geostatistical Analyst, ArcGIS Network Analyst, ArcGIS Schematics, ArcGIS Spatial Analyst, and ArcGIS Workflow Manager	Uncapped
ArcGIS GIS Server: Advanced, Standard, Basic	Uncapped
ArcGIS Enterprise Additional Capability Servers: ArcGIS Image Server, ArcGIS GeoEvent Server	Uncapped
ArcGIS Monitor	Uncapped
ArcGIS Runtime Advanced	Uncapped
ArcGIS Runtime Analysis Extension	Uncapped

The Enterprise Agreement also includes:

EA Products—Capped Quantities

Product	Rolled-In Qty. (if applicable)	Qty. to Be Deployed	Total
ArcGIS Roads & Highways Desktop Concurrent Use	3	0	3
ArcGIS Roads and Highways Enterprise Extension	1	0	1
ArcGIS Roads and Highways Enterprise Staging Extension	1	0	1
ArcGIS Community Analyst Web App Online Annual Subscription	-	15	15
ArcGIS Insights in ArcGIS Online Annual Subscription	-	15	15
ArcGIS Navigator for ArcGIS Online Annual Subscription	-	10	10

Product	Rolled-In Qty. (if applicable)	Qty. to Be Deployed	Total
ArcGIS Drone2Map Standard Annual Subscription	-	1	1
ArcGIS Drone2Map Advanced Annual Subscription	-	1	1
ArcGIS Urban Suite Annual Subscription	-	7	7
ArcGIS Advanced Editing User Type Extension for ArcGIS Enterprise Annual Subscription	-	30	30
ArcGIS Location Sharing User Type Extension for ArcGIS Enterprise Annual Subscription	-	5	5
ArcGIS Developer Subscription Professional	-	1	1
ArcGIS Hub Premium ArcGIS Online Community Subscription	-	1	1
ArcGIS Hub Premium Additional 1,000 ArcGIS Online Community Creator Annual Subscription	-	5	5

User Type Product	Quantity Term 1	Quantity Term 2	Quantity Term 3
ArcGIS Enterprise			
ArcGIS Enterprise Editor Annual Subscription	500	1000	1500
ArcGIS Enterprise Creator Annual Subscription	100	150	150
ArcGIS Online			
ArcGIS Online Organizational Subscription	1	1	1
ArcGIS Online Viewer Annual Subscription	300	200	100
ArcGIS Online Editor Annual Subscription (250 Credits per User)	300	400	500
ArcGIS Online Mobile Worker Annual Subscription (250 Credits per User)	400	500	600
ArcGIS Online Creator Annual Subscription (500 Credits per User)	200	200	200

The EA also includes the following additional components:

Additional Benefits	Quantity
Esri International User Conference Registrations	12
Back-Up Media	3
Authorized Tier-Two Standard Support Callers	5

This proposal is valid for 90 days. In order to complete the agreement within this timeframe, I ask that you contact me within the next seven days to work through any questions or concerns you may have.

Esri and Columbus have a long and rich history working together. I appreciate the opportunity to present you with this proposal, as I believe it will greatly benefit your organization. Thank you very much for your consideration.

Best regards,

Ryan Sellman
Esri Local Government

CUSTOMER CONTACT INFORMATION

1. Customer centralized point of contact for order release and administrative issues:

Contact Name: _____
Email: _____
Phone: _____

2. All invoices to Customer will be mailed to the address listed below:

Office: _____
Contact Name: _____
Address: _____

3. Ship To address (if the same as above leave blank):

Office: _____
Contact Name: _____
Address: _____
