



**SOLE SOURCE LETTER**  
**Environmental Systems Research Institute, Inc. (Esri)**  
**380 New York Street**  
**Redlands, CA 92373**  
**Telephone: 909-793-2853, Ext. 1-1990**  
**Email: jricks@esri.com**

**DATE:** March 4, 2013

**TO:** Mark Freeman, City of Columbus DoT

**FROM:** Jackie Ricks, Esri Contracts and Legal Services

**RE:** Sole Source Justification for Enterprise License Agreement (ELA)

This letter confirms Esri, as owner and manufacturer, is the sole source provider of all U.S. domestic Enterprise License Agreements. While some software is available through value-added resellers on a unit priced basis, Esri is the only source that can grant a right to copy and deploy software in an Enterprise License Agreement. An ELA is a bundled package for licensing software, maintenance, and online services for redistribution within the organization. Software is provided with a special grant to copy and deploy specified quantities of capped software and unlimited quantities of software without a cap, during the term of the ELA.

If you have further questions, please feel free to call me at our Contracts and Legal Services Department at 909-793-2853, extension 1990.

Sincerely,

A handwritten signature in blue ink that reads "Jackie Ricks".

Jackie Ricks  
Contract Coordinator



Contracts & Legal Services Dept.  
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