

## Report ITR-CS-03-15

**To:** Chair Bob Pringle and Members of Corporate Services Committee  
**From:** Geoff Hogan, Information Technology (IT) Director  
Mike Alguire, Purchasing and Materials Manager  
**Meeting Date:** March 24, 2015  
**Subject:** **Enterprise License Agreement Renewal - ESRI**  
**Status:** Recommendation adopted by Committee as presented per Resolution CS41-15; Endorsed by County Council April 7, 2015 per Resolution CC59-15;

### Recommendation(s)

**WHEREAS Grey County has been using ESRI Geographic Information Systems (GIS) software successfully for over ten years;**

**AND WHEREAS an Enterprise License Agreement (ELA) was signed with ESRI Canada Inc. in 2012 that included all nine member municipalities under the agreement;**

**AND WHEREAS the ELA has a three year term and needs to be renewed;**

**AND WHEREAS the approved 2015 budget includes \$74,750 for the purchase of GIS software;**

**NOW THEREFORE BE IT RESOLVED THAT report ITR-CS-04-15 be received;**

**AND THAT a contract be executed with ESRI Canada Inc. for the renewal of a three year ELA in the amount of \$75,000 annually, (excluding H.S.T) that includes required GIS software for the County and the nine member municipalities;**

**AND FURTHER THAT the shortfall of \$1,570 be funded from savings found in the 2015 Information Technology (IT) approved budget.**

### Background

In 2012 Grey County signed an Enterprise License Agreement (ELA) with ESRI Canada Inc. for Geographic Information Systems (GIS) Software. The ELA is an agreement that gives Grey County unlimited access to all the products in the ESRI GIS suite for one

annual fee. The ELA also allows all of the County's member municipalities to have full unlimited access to the GIS software suite.

The robust County GIS web site (<https://geo.grey.ca>) is a great example of how having the County and the nine member municipalities on the same software platform has led to tremendous efficiencies with the sharing of spatial data. The shared software platform also allows Grey County GIS staff to provide fee based GIS services to six of the nine member municipalities in a very cost effective manner that saves residents money and improved upper and lower tier collaboration.

## Financial / Staffing / Legal / Information Technology (IT) Considerations

The approved 2015 budget includes funding of \$74,750 for the purchase of the ELA. The total cost of the ELA renewal is \$76,320 net HST, the shortfall of \$1,570 can be found from savings from within the IT budget.

ESRI Inc. (the manufacturer of the GIS software) has over 75% of the market share for GIS software in the public sector. Grey County has been using ESRI software for over ten years and it is fully integrated into the County both technically and with our business processes. Moving to another vendor would be extremely costly and very difficult. For this reason staff are recommending we single source the purchase from the sole Canadian distributor ESRI Canada Inc.

## Link to Strategic Goals / Priorities

The ELA with ESRI helps facilitate the following goals in the Corporate Strategic Plan:

- 4.1 Continue to work collaboratively with local municipalities to define service and program responsibilities between the upper and lower tier municipalities.
- 4.2 Promote effective coordination and communication between and amongst the County of Grey and its nine lower tier municipalities.
- 4.4 Embrace and continually invest in technology in order to enhance the operations of all county services as well as the county's overall state of future preparedness.

## Attachments

[ESRI ELA renewal](#)

Respectfully submitted by,

Geoff Hogan  
Director of Information Technology

Mike Alguire,  
Purchasing and Materials Manager