



11/18/2024

Assistant CIO
Qazi Iqbal
136 Pryor St SW
Atlanta, GA 30303

Dear Qazi:

As a follow-up to our meeting regarding an Enterprise Agreement for Fulton County, I am providing proposed pricing and product rights below.

The Esri Enterprise Agreement (EA) will remain in effect for five (5) years and grant Fulton County access to the Esri products listed below.

Maintenance on all listed software, including maintenance on listed software deployed prior to the Agreement, is included for the term of the EA. This Agreement also includes Licenses that are Annual and will expire at the end of the Agreement.

The agreement will be effective on April 1st, 2025 which will renew the current Agreement without lapse in service and will require a firm five-year commitment.

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 on 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:

	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Annual EA Fee	\$525,000	\$525,000	\$525,000	\$660,000	\$660,000	\$2,895,000

Esri products and services to which Fulton County, GA will have deployment rights during the term of this agreement include:

EA Products— Uncapped Quantities

Product	Total
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, and ArcGIS Spatial Analyst	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

ArcGIS Perpetual Products	Rolled-In Qty. (if applicable)	Qty. to Be Deployed	Total
ArcGIS Workflow Manager Server Advanced Up to Four Cores	0	1	1

Annual Subscription Products	Term 1	Term 2	Term 3	Term 4	Term 5
ArcGIS Business Analyst Standard Online Bundle Annual Subscription	15	15	15	20	20
ArcGIS Business Analyst Advanced Online Bundle Annual Subscription	1	1	1	1	1
ArcGIS Hub Premium ArcGIS Online Community Annual Subscription	1	1	1	1	1
ArcGIS Hub Premium Additional 1,000 ArcGIS Online Community Creator Annual Subscription	2	2	2	3	3

User Type Products	Term 1	Term 2	Term 3	Term 4	Term 5
ArcGIS Enterprise	<i>(number of Users per Term)</i>				
ArcGIS Enterprise Professional Plus (formerly Advanced) User Type Annual Subscription	20	20	20	25	25
ArcGIS Data Interoperability for ArcGIS Pro Enterprise Annual Subscription	5	5	5	7	7
ArcGIS Online - Organization Number 6274341449	<i>(total number of Users per Term)</i>				
ArcGIS Online Viewer User Type Annual Subscription	75	75	75	90	90
ArcGIS Online Mobile Worker User Type Annual Subscription <i>(250 credits per user)</i>	75	75	75	90	90
ArcGIS Online Creator User Type Annual Subscription <i>(500 credits per user)</i>	75	75	75	100	100
ArcGIS Online Professional Plus (formerly Advanced) User Type Annual Subscription <i>(500 credits per user)</i>	40	40	40	50	50

The EA also includes the following additional components:

Additional Benefits	Quantity
Esri International User Conference Registrations	15
Back-Up Media	2
Authorized Tier-Two Standard Support Callers	2

Advantage Program: One annual subscription to the Advantage Program.

- This program includes the following components per year for five years:
 - Up to 100 Advisor hours
 - Annual one-day Planning Meeting
 - Technology Webcasts
 - 100 Learning and Services credits that can apply towards:
 - **Business and Technical Consulting:** Access to a range of industry, business, and technical domain consultants. Get advice and hands-on help from GIS experts, industry specialists, developers, and designers.
 - **Training:** Access to an extensive curriculum of instructor-led training courses as well as client-site training options. A complete list of Esri training facilities and course catalog are available at www.esri.com/training.

- **Premium Support Services (PSS):** Access to prioritized incident management and all-hours technical support. PSS has been designed to meet the needs of Esri customers who are developing, implementing, or supporting complex, mission-critical GIS applications.
- **Esri Managed Cloud Services:** Access to a variety of hosting options for the ArcGIS platform that leverage a cloud environment designed to be reliable, cost-effective, and secure.
- Unused Learning and Services credits will expire 24 months from their purchase date, or one month after the expiration of the program, whichever is first. Learning and Services credits are a flexible way for your organization to receive focused technical enablement support. These credits are not intended for use on project-specific professional services. Any project-related activities requiring Esri Project Services support will be scoped, budgeted, and scheduled outside of the Advantage Program. You can find more information about the Advantage Program at www.esri.com/services/eeap.
- Any activities proposed to be completed under the Advantage Program would be subject to review and approval by Esri to ensure alignment with the intent of the Advantage Program.
- At time of renewal, Esri reserves the right to update Advantage Program (AP) terms to reflect the latest program offering.
- Customers with an active Advantage Program may purchase additional Advisor hours or Learning & Services Credits.

Product #	Item	2025	2026	2027	2028	2029
97720	Additional Learning & Service Credits (100)	\$71,800	\$75,300	\$79,000	\$82,900	\$87,000
103032	Additional Learning & Service Credits (50)	\$35,900	\$37,650	\$39,500	\$41,450	\$43,500
187082	Additional Learning & Service Credits (25)	\$17,950	\$18,825	\$19,750	\$20,725	\$21,750
97719	Additional Advisor Hours (100)	\$31,700	\$33,200	\$34,800	\$36,500	\$38,300
187083	Additional Advisor Hours (25)	\$7,925	\$8,300	\$8,700	\$9,125	\$9,575

This proposal is valid for 30 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 Fulton County 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,
Chris Rice
Account Manager