



**City of Kingston
Report to Council
Report Number 19-040**

To: Mayor and Members of Council

From: Desiree Kennedy, Chief Financial Officer and City Treasurer

Resource Staff: Jeff Bumstead, Chief Information Officer

Phil Healey, Manager Enterprise GIS Services

Date of Meeting: February 5, 2019

Subject: Enterprise Software License Agreement - Esri Canada Ltd.

Executive Summary:

The purpose of this report is to seek Council approval to renew the City's existing three year Small Local Government (SLG) Enterprise License Agreement (ELA) with Esri Canada Ltd. (Esri) for an additional three year term and to subscribe to Esri Canada Ltd.'s Enterprise License Agreement (EAP) subscription program, extending the existing support model to include additional professional services.

The City's Enterprise Geographic Information Systems (GIS) environment uses Esri's software as its core technology. Esri has been a supporting partner of the City of Kingston Enterprise GIS program since 2004 and is the only organization that provides software maintenance and support services on the Esri product set. Virtually every municipality in Ontario (and Canada) uses Esri's GIS software. With this in mind, staff is also seeking Council approval for the option to extend the renewal of the Esri Small Local Government Enterprise License Agreement and Enterprise Advantage Program, subject to review by the Chief Information Officer, for an additional three year term (2022-2024).

In accordance with By-Law Number 2000-134, A By-Law to Establish Purchasing Policies and Procedures, Council approval is required, as staff recommends entering into a single source contract that exceeds \$50,000.

Recommendation:

That Council approve the renewal of the Small Local Government Enterprise License Agreement and Enterprise Advantage Program with Esri Canada Ltd. for a period of three years (2019-2021), in the total amount of \$142,000 per year, plus applicable taxes, with the option to

February 5, 2019

Page 2 of 5

extend the renewal of the Small Local Government Enterprise License Agreement and Enterprise Advantage Program for an additional three year term (2022-2024), subject to review by the Chief Information Officer; and

That Council authorize the Mayor and City Clerk to execute the renewal of the Esri Small Local Government Enterprise License Agreement and Enterprise Advantage Program for the period 2019 to 2021, as well as any extension of the agreement, in a form satisfactory to the Director of Legal Services.

February 5, 2019

Page 3 of 5

Authorizing Signatures:

ORIGINAL SIGNED BY CHIEF FINANCIAL OFFICER AND CITY TREASURER

**Desirée Kennedy, Chief Financial Officer
& City Treasurer**

ORIGINAL SIGNED BY CHIEF ADMINISTRATIVE OFFICER

**Lanie Hurdle, Acting Chief Administrative
Officer**

Consultation with the following Members of the Corporate Management Team:

Peter Huigenbos, Acting Commissioner, Community Services	Not required
Jim Keech, President & CEO, Utilities Kingston	Not required
Deanne Roberge, Acting Commissioner, Corporate & Emergency Services	Not required

February 5, 2019

Page 4 of 5

Options/Discussion:**Small Local Government Enterprise License Agreement (SLG-ELA)**

In November 2015, Council approved the renewal of the Esri Small Local Government Enterprise License Agreement (SLG-ELA), authorizing the Mayor and Clerk to execute the SLG-ELA for the consolidation, maintenance and deployment of GIS software licenses over a three-year term. Esri Canada Ltd. (Esri) is the Canadian distributor of the world-wide leading ArcGIS software.

Esri technology has been the City's standard GIS software since 2004, and an integral part of the organization's spatial data infrastructure with focus on land use compilation, topographical modeling, asset management, environmental analysis and 3D visualization. Recognizing the opportunity to utilize a number of advanced analytical tools in GIS that will achieve significant time savings and efficiencies, the SLG-ELA allows IS&T to extend access to GIS to users in all city departments, Kingston Police Services and Utilities Kingston.

With the SLG-ELA, each organization has unlimited access to Esri ArcGIS technology, a robust platform for managing vast amounts of geographic information. The integrated software suite helps users to easily compile, analyze, interpret, visualize and share geospatial data on desktops, servers, mobile devices and across the Web. ArcGIS is interoperable enabling organizations to connect spatial data with other enterprise applications such as those used for land development administration, infrastructure management and emergency management. This functionality has provided staff with the ability to accurately and efficiently access information, enhance decision-making capabilities and maximize on business opportunities.

The existing three year SLG-ELA with Esri, with annual costs of \$83,000 per year, expires in February 2019. The cost to renew the agreement including support and maintenance, for an additional three year term is \$92,000 per year plus applicable taxes, based on Esri's published pricing for local governments with populations of 100K to 150K.

Esri Canada Enterprise Advantage Program (EAP)

The Esri Canada Enterprise Advantage Program (EAP) is an annual subscription program enabling the organization to take full advantage of Esri technology through supporting advisory and professional consulting services. Through the EAP, the organization is allocated a dedicated resource that would provide proactive advice and work with staff to promote an environment of collaboration.

The core components of the program include annual planning, the development of a collaborative technical work plan and the development of a road map aligning technical objectives to business goals. A long-term collaborative relationship between Esri and the organization continues to benefit the organization; the EAP is intended to build on that relationship to ensure that departments have realized the full potential of their investment in ArcGIS.

February 5, 2019**Page 5 of 5**

The annual cost of participating in the EAP is \$50,000 per year. Esri provides leading practice in the GIS industry and has initiated municipal partnerships and programs that promote collaborative innovation. Without the EAP agreement this expert knowledge and strategic support would have to be sourced as a separate contract and at a considerably higher cost.

By-Law Number 2000-134, a By-Law to Establish Purchasing Policies and Procedures, (Clause 4.5 ii) requires that Council authorize the approval of this agreement because the procurement will be a single source purchase above \$50,000.

Existing Policy/By-Law:

By-Law Number 2000-134, A By-Law to Establish Purchasing Policies and Procedures.

Notice Provisions:

There are no notice provisions with this report.

Accessibility Considerations:

There are no accessibility provisions with this report.

Financial Considerations:

There are sufficient funds allocated in the 2019 operating budget and in future budget projections for these services.

Contacts:

Jeff Bumstead, Chief Information Officer, 613-546-4291, Extension 1341

Phil Healey, Manager Enterprise GIS Services, 613-546-4291, Extension 3255

Other City of Kingston Staff Consulted:

No other City of Kingston staff was consulted.

Exhibits Attached:

There are no exhibits attached to this report.