

THE INFORMATION IN THIS BOX IS NOT A PART OF THE CONTRACT AND IS FOR COUNTY USE ONLY



Contract Number
24-1150 A1

SAP Number

Innovation and Technology Department

Department Contract Representative	Jeremiah Thomas
Telephone Number	(909) 388-0641
Contractor	Environmental Systems Research Institute
Contractor Representative	Jacqueline Scott
Telephone Number	(909) 793-2853
Contract Term	12/9/2024 – 11/30/2027
Original Contract Amount	\$6,000,000
Amendment Amount	N/A
Total Contract Amount	\$6,000,000
Cost Center	N/A

Briefly describe the general nature of the contract: Amendment No. 1 to the Enterprise Agreement (EA) with Environmental Systems Research Institute, Inc., updating the proposal letter to add perpetual products to the EA products - uncapped quantities table as well as update product names to match Esri's current version commercially released description with no change to the not to exceed amount of \$6,000,000, and no change to the contract period of December 9, 2024, through November 30, 2027.

FOR COUNTY USE ONLY

Approved as to Legal Form

► Kaleigh Ragon
Kaleigh Ragon, Deputy County Counsel

Date 06/11/2025

Reviewed for Contract Compliance

► _____

Date _____

Reviewed/Approved by Department

► _____

Date _____

Amendment 1 To Agreement 24-1150



San Bernardino County ("Customer") and Environmental Systems Research Institute, Inc. ("Esri") have entered into Enterprise Agreement 24-1150 (Esri contract #00330023.0) (herein the "EA") on December 9, 2024. The parties now amend the Agreement as follows:


1. Proposal Letter. The Proposal Letter is updated to add Perpetual Products to the EA Products – Uncapped Quantities table. Product names are also modified to match Esri's current version commercially released descriptions. A copy of the update Proposal Letter is attached hereto and incorporated herein by reference.

2. General. All other terms and conditions of the EA shall remain in full force and effect, except as amended herein. The EA and this Amendment are the sole and final agreement of the parties and supersede any previous agreements, understandings, and arrangements relating to such subject matter.

SAN BERNARDINO COUNTY

Signature: 
Lynn Fyhrlund (Jun 25, 2025 07:52 PDT)
Printed Name: Lynn Fyhrlund
Title: Chief Information Officer
Date: 06/25/25

ENVIRONMENTAL SYSTEMS RESEARCH
INSTITUTE, INC.

Signature: 
Annette Kazandjian (Jun 25, 2025 15:03 PDT)
Printed Name: Annette Kazandjian
Title: Managing Business Attorney
Date: Jun 25, 2025

April 3, 2025

Lynn Fyhrlund
San Bernardino County
670 E. Gilbert Street
San Bernardino, CA 92415

Dear Lynn:

As a follow-up to our meeting last week regarding the Enterprise Agreement renewal for San Bernardino County, I am providing an updated proposal letter with pricing and key business terms below.

The Esri Enterprise Agreement (EA) became effective as of December 9, 2024, and will remain in effect until November 30, 2027, and grant San Bernardino County uncapped access to the Esri products listed below. The EA is amended as outlined in this letter.

Maintenance on all listed software, including maintenance on listed software deployed before the agreement, is included in the terms of the EA.

As you are aware, ArcGIS Desktop enters mature support on March 1, 2024. At this Mature Support milestone, you can only access technical support – software updates, hotfixes, and patches will cease. This EA renewal includes a capped quantity of ArcGIS Desktop licenses and a mix of ArcGIS Online & SaaS products, apps for ArcGIS Online, Enterprise, and ArcGIS Online User Types, and other subscription products to transition users based on their workflows. This will allow for a smoother transition to WebGIS and ArcGIS Pro. ArcGIS Pro is a full-featured professional desktop GIS application. ArcGIS Pro allows you to explore, visualize, and analyze data; create 2D maps and 3D scenes; and share your work to ArcGIS Online and ArcGIS Enterprise portal.

Recently we had the pleasure of meeting with Jack, and your Executive Staff and better understand the County's priorities and challenges. GIS can be instrumental in visualizing, sharing, and monitoring those high-level priorities. Here is an overview of those discussion topics:

- **Parcel Fabric Support:** Public Parcel Viewer/Better information on roads
- **Economic Development:** Internal & External tools to attract, retain, and expand businesses within the County
- **Disaster Response:** Emergency Management Solutions and tools
- **Family & Child Services:** Develop Case Tracking/Research Hub with University
- **Asset Management:** County Building Inventory – Owned vs. Leased
- **Homelessness:** Data Sharing; Services; Performance Monitoring
- **Infrastructure in Relation to Climate Change**
- **Land Use:** Public Dashboards – Geohazards, Cost Estimates, Transportation, Right of Way

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:

	*Term 1	Term 2	Term 3	Total
Annual EA Fee	\$1,660,000	\$1,700,000	\$1,730,000	\$5,090,000

*Credit for overlapping dates of service from the current 2022 to 2024 agreement will be issued. This credit may be applied to Term 1 fees of this agreement.

Esri products and services to which San Bernardino County will have uncapped 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, 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

Perpetual Products	Rolled-In Qty. (if applicable)	Qty. to Be Deployed	Total
ArcGIS Desktop Advanced Concurrent Use Desktop	150	-	150
ArcGIS Desktop Standard Concurrent Use Desktop	100	-	100
ArcGIS Desktop Basic Concurrent Use Desktop	50	-	50
ArcGIS 3D Analyst Desktop Concurrent Use Extension	150	-	150
ArcGIS Data Reviewer Desktop Concurrent Use Extension	150	-	150
ArcGIS Geostatistical Analyst Desktop Concurrent Use Extension	50	-	50
ArcGIS Network Analyst Desktop Concurrent Use Extension	100	-	100
ArcGIS Spatial Analyst Desktop Concurrent Use Extension	300	-	300
ArcGIS Workflow Manager Desktop Concurrent Use Extension	50	-	50
ArcGIS Data Interoperability for Desktop Concurrent Use Extension	6	-	6
ArcGIS Image Analyst (for use with ArcGIS Pro) Concurrent Use Extension	1	-	1
ArcGIS CityEngine Desktop Concurrent Use Extension	1	-	1
ArcGIS Roads & Highways for Desktop Concurrent Use Extension	1	-	1
ArcGIS Business Analyst Desktop Standard (State of California Dataset) Concurrent Use	1	-	1
ArcGIS Reality Desktop Single Use (Includes ArcGIS Reality Studio and ArcGIS Reality for ArcGIS Pro)	0	1	1
ArcGIS Utility Network Management Enterprise Extension Up to Four Cores	1	-	1
ArcGIS Utility Network Management Staging Enterprise Extension Up to Four Cores	1	-	1
ArcGIS Notebook Server Advanced Up to Four Cores	1	-	1
ArcGIS Notebook Server Advanced Staging Up to Four Cores	0	1	1
ArcGIS Mission Server Up to Four Cores	1	-	1
ArcGIS Mission Server Staging Up to Four Cores	1	-	1
ArcGIS Workflow Manager Server Advanced Up to Four Cores*	0	1	1
ArcGIS Workflow Manager Server Standard Additional Core *	0	12	12

*Added to EA as part of this proposal letter dated April 3, 2025.

ArcGIS Online & SaaS Products			
ArcGIS Online User Type Products	Number of Subscriptions	Total Users	Annual Credits per User
ArcGIS Online Organizational Subscription	8	-	-

ArcGIS Online Viewer Annual Subscription	-	600	
ArcGIS Online Contributor Annual Subscription	-	300	250
ArcGIS Online Mobile Worker Annual Subscription	-	300	250
ArcGIS Online Mobile Worker Annual Subscription Restricted Use*	-	350	250
ArcGIS Online Creator Annual Subscription	-	900	500
ArcGIS Online Creator Annual Subscription Restricted Use*	-	1225	500
ArcGIS Online Professional Plus Annual Subscription	-	50	500
ArcGIS Online Professional Annual Subscription	-	25	500

ArcGIS Apps for use with ArcGIS Online	Quantity
ArcGIS Drone2Map Advanced for ArcGIS Online Annual Subscription	3
ArcGIS Insights in ArcGIS Online Annual Subscription	15
ArcGIS Navigator for ArcGIS Online Annual Subscription	75
ArcGIS Location Sharing User Type Extension for ArcGIS Online Annual Subscription	50
ArcGIS CityEngine for ArcGIS Online Annual Subscription	1
ArcGIS Urban Suite, Annual Subscription	10

ArcGIS Pro Extensions for ArcGIS Online	Quantity
ArcGIS 3D Analyst for ArcGIS Pro Online Annual Subscription	75
ArcGIS Data Reviewer for ArcGIS Pro Online Annual Subscription	75
ArcGIS Geostatistical Analyst for ArcGIS Pro Online Annual Subscription	50
ArcGIS Network Analyst for ArcGIS Pro Online Annual Subscription	25
ArcGIS Spatial Analyst for ArcGIS Pro Online Annual Subscription	100
ArcGIS Workflow Manager for ArcGIS Pro Online Annual Subscription	75
ArcGIS LocateXT for ArcGIS Pro Online Annual Subscription	5
ArcGIS Data Interoperability for ArcGIS Pro Online Annual Subscription	6
ArcGIS Image Analyst for ArcGIS Pro Online Annual Subscription	5
ArcGIS Production Mapping for ArcGIS Pro Online Annual Subscription	10
ArcGIS Roads and Highways (Location Referencing) for ArcGIS Pro (Add-on App) for ArcGIS Online Creator or GIS Professional User Type Annual Subscription	2

ArcGIS Online Other Subscription Products	Quantity
ArcGIS Business Analyst Web App Standard Online Annual Subscription	40
ArcGIS Business Analyst Standard Online Bundle Annual Subscription	20
ArcGIS Business Analyst Advanced Online Bundle Annual Subscription	2

ArcGIS Enterprise Subscription Products	Quantity
ArcGIS Enterprise Mobile Worker Annual Subscription for Public Safety Continually Staffed Environment	400
ArcGIS Enterprise Creator Annual Subscription	300
ArcGIS Enterprise Contributor Annual Subscription	100
ArcGIS Location Sharing User Type Extension for ArcGIS Enterprise Annual Subscription	25
ArcGIS Insights in ArcGIS Enterprise Annual Subscription	15
ArcGIS Tracker for ArcGIS Enterprise Annual Subscription (Pre version 11)	25

Other Subscription Products	Quantity
ArcGIS Developer Bundle Annual Subscription	3
ArcGIS Hub Premium ArcGIS Online Community Annual Subscription	1
ArcGIS Hub Premium Additional 1,000 ArcGIS Online Community Creator Annual Subscription	5
ArcGIS Hub Premium Unlimited ArcGIS Online Community Population > 1M Annual Subscription	1
ArcGIS Velocity Dedicated US Region Annual Subscription	1
Site Scan for ArcGIS Single Operator Annual Subscription	4
Site Scan for ArcGIS Single Access Annual Subscription	1
ArcGIS Indoors Maps for ArcGIS Online Annual Subscription	1
ArcGIS Indoors Spaces for ArcGIS Online Annual Subscription	1
ArcGIS StreetMap Premium for ArcGIS Pro Online USA State Annual Subscription	5
ArcGIS Online Premium Feature Data Store M-2 Annual Subscription	1

The EA also includes the following additional components:

Additional Benefits	Quantity
Esri International User Conference Registrations	75
Back-Up Media	0
Authorized Tier-Two Standard Support Callers	20

Advantage Program: One annual subscription to the Advantage Program.

- This program includes the following components per year for three years:
 - Up to 100 Technical Advisor hours
 - Annual one-day Planning Meeting
 - Quarterly Technology Webcasts
 - 200 Learning and Services credits that your organization 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 at either an Esri facility or client site, conditions and Esri policy allowing, or instructor-led online training. A complete list of Esri training facilities and course catalog are available at www.esri.com/training.
 - **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.

Esri Premium Support Services (PSS): One annual PSS subscription with a total of two authorized callers and up to 10 premium support cases. PSS gives your organization the convenience of prioritized case management and personalized technical support for Esri customers. Premium Support Services complement and extend existing standard technical support options by providing focused industry-centric support. The PSS program has been designed to meet the needs of Esri customers who are developing, implementing, or supporting complex, mission-critical GIS applications. With the Premium Support Services program, your organization will benefit from the highest level of technical support that Esri offers.

- PSS key components include:
 - An assigned Technical Account Manager who acts as your organization's liaison within Esri Support Services and across Esri departments
 - 24/7/365 case response and work clock
 - Prioritized case management
 - One-hour response time for all reported PSS issues
 - Daily status updates for all PSS cases
 - Premium access to the My Esri Portal

- Quarterly review of PSS cases and service
- Other benefits exclusive to PSS customers
- You can find more information about PSS at <https://support.esri.com/en-us/support-services/premium>

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 San Bernardino 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,

Jacqueline Scott
Sr. Account Manager

LIST OF ELIGIBLE AGENCIES

1. San Bernardino County
2. Big Bear Valley Recreation and Park District
3. Bloomington Recreation and Park District
4. Board Governed County Service Areas
5. In-Home Supportive Services Public Authority
6. Inland Counties Emergency Medical Agency
7. San Bernardino County Fire Protection District
8. San Bernardino County Flood Control District



County of San Bernardino DELEGATED AUTHORITY – DOCUMENT REVIEW FORM

This form is for use by any department or other entity that has been authorized by Board of Supervisors/Directors action to execute grant applications, awards, amendments or other agreements on their behalf. All documents to be executed under such delegated authority must be routed for County Counsel and County Administrative Office review prior to signature by designee.

Note: This process should NOT be used to execute documents under a master agreement or template, or for construction contract change orders. Contact your County Counsel for instructions related to review of these documents.

Complete and submit this form, along with required documents proposed for signature, via email to the department's County Counsel representative and Finance Analyst. If the documents proposed for signature are within the delegated authority, the department will submit the requisite hard copies for signature to the County Counsel representative. Once County Counsel has signed, the department will submit the signed documents in hard copy, as well as by email, to CAO Special Projects Team for review. If approved, the department will be provided routing instructions as well as direction to submit one set of the executed documents to the Clerk of the Board within 30 days.

For detailed instructions on submission requirements, reference Section 7.3 of the Board Agenda Item Guidelines as the Delegation of Authority does not eliminate the document submission requirements.

Department/Agency/Entity: Innovation and Technology Department

Contact Name: Jeremiah Thomas

Telephone: (909) 388-0641

Agreement No.: 24-1150 Amendment No.: 1 Date of Board Item 11/19/24 Board Item No.: 68

Name of Contract Entity/Project Name: Envirnomenatal Systems Research Institute, Inc. Enterprise Agreement

Explanation of request/Special Instructions:

Item 68 on the November 19, 2024 Consent Calendar, as approved by the Board of Supervisors, authorized the Chief Information Officer to approve amendments and change orders to the Enterprise Agreement (Contract No. 24-1150) with Environmental Systems Research Institute, Inc. (ESRI), subject to review by County Counsel, provided that such updates do not exceed the \$6,000,000 or change the duration of the agreement. Amendment No. 1 would update the proposal letter to add perpetual products to the EA products - uncapped quantities table as well as update product names to match Esri's current version commercially released description. This request is for approval from the CIO to accept and sign Amendment No.1 to Contract No. 24-1150, and transmit a copy to the Clerk of the Board within 30 days of acceptance.

Insert check mark that the following required documents are attached to this request:

- ☒ Documents proposed for signature (Note: For contracts, include a signed non-standard contract coversheet for contracts not submitted on a standard contract form).
- ☒ Board Agenda item that delegated the authority

Department Routed to County Counsel	County Counsel Name: Kaleigh Ragon, Deputy County Counsel	Date Sent: 5/14/25
Reviewing County Counsel Use Only	Review Date <u>06/11/2025</u> <u>Kaleigh Ragon</u> Signature	Determination: <input checked="" type="checkbox"/> Within Scope of Delegated Authority <input type="checkbox"/> Outside Scope of Delegated Authority
CAO-Special Projects Use Only	Review Date <u>6/24/25</u> <u>[Signature]</u> Signature	Disposition: <input checked="" type="checkbox"/> Route for signature to: ____Chair ____CEO ____Department <input type="checkbox"/> Return to Department for preparation of agenda item