



MAYOR AND CITY COUNCIL OF LAUREL DEPARTMENT OF INFORMATION TECHNOLOGY

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August 27, 2026

MEMORANDUM

TO: Keith R. Sydnor, Mayor
Brencis D. Smith, Council President
City Council Members

VIA: Nekesa Matlock, Deputy City Administrator

FROM: James A. Cornwell-Shiel, Chief Information Officer

SUBJ: **BID RECOMMENDATION - RENEWAL OF ESRI ENTERPRISE GIS AGREEMENT**

The Department of Information Technology recommends that the Council approve a three (3) year renewal of the Small Government Enterprise Agreement (SGEA) with Environmental Systems Research Institute, Inc. (Esri). This agreement provides the city's core Geographic Information Systems (GIS) software and services, including updates, maintenance, and support. Sole source authorization for this renewal is requested, as Esri is the sole provider of this proprietary software.

The City has utilized Esri ArcGIS technologies as its foundational geospatial platform for more than two decades. GIS technologies are deeply integrated, mission-critical infrastructure across municipal operations, supporting police dispatch, crime analysis, planning, zoning, parcel management, address management, infrastructure management, and emergency management activities.

The SGEA is a programmatic tier structure priced strictly by community population. The City falls in the 25,001-50,000 population tier. By bundling software licensing with technical support into an Enterprise Agreement, Esri provides a significantly discounted per-unit rate compared to buying standalone user licenses à la carte. This renewal offers budget predictability through fixed annual pricing over the next three fiscal years.

- FY2027: \$42,000
- FY2028: \$42,000
- FY2029: \$42,000

FUNDING:

The vendor for this purchase is Environmental Systems Research Institute, Inc. The total three-year cost of this renewal is \$126,000, invoiced annually. Funding for the FY2027 cost of \$42,000 is provided in the adopted FY2027 IT General Operating Budget. FY2028 and FY2029 costs will be included in the respective fiscal year's requested budget.

RECOMMENDATION:

It is recommended the Council approve renewing the Esri Small Government Enterprise Agreement with Esri, Inc. for the three-year maximum price of \$126,000.

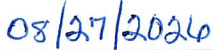
Should you have any questions or desire further information, please contact me at extension 2240.

Reviewed for Funding:



S. Michele Saylor, Director

Department of Budget and Personnel Services



Date

cc: Sara A. Green, CMC, Clerk to the City Council
Christian L. Pulley, CPM, City Administrator
