



GISCC

GEORGIA

**Geographic Information Systems
Coordinating Committee**

BUSINESS RATIONALE: Need for an ESRI Enterprise License Agreement (ELA) in Georgia

A Response to Governor Perdue's Charge "We Want to Hear From You!"

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TABLE OF CONTENTS

TABLE OF CONTENTS.....	2
EXECUTIVE SUMMARY	3
OVERVIEW.....	4
CURRENT LICENSE STATISTICS: ESRI in AGENCIES	4
PROPOSED ELA COST AND COST-SAVINGS	5
EXPRESSED NEED FOR AN ESRI ELA.....	7
INQUIRIES ABOUT THE ESRI ELA	17
APPENDIX A: WE WANT TO HEAR FROM YOU!	21
APPENDIX B: ALABAMA ESRI ELA.....	22
APPENDIX C: ELA AS PROPOSED BY GTA TO THE GISCC 2007.....	23



BUSINESS RATIONALE: Need for an ESRI ELA in Georgia

EXECUTIVE SUMMARY

Governor Perdue recently charged state employees “to identify ways to reduce costs.” Commissioner Walker of the Department of Human Resources has forwarded this information throughout her agency (see Appendix A). By pursuing a statewide Enterprise License Agreement (ELA) with Environmental Systems Institute (ESRI) for the licensing and maintenance of their suite of Geographic Information System (GIS) software, Georgia’s GIS Coordinating Committee (GISCC), Vice-Chaired by Elaine Hallisey of DHR, has identified immediate fixed cost-savings to the state of at least \$315,079 in FY08 and a projected, cumulative cost-savings of \$2,109,902.50 through FY10. These cost savings will be accompanied by reduced overhead costs through the elimination of redundant contracting efforts at the state, regional, and local agency levels (not quantified at this time).

We are undertaking the development of this Business Rationale to respond to the charge of reducing costs and to communicate the “ground swell” of agency, regional and local government interest in a statewide contract for geospatial software, namely ESRI products. Most state agencies in Georgia, as well as many local, regional, and federal agencies, have independently selected ESRI GIS software for the creation, maintenance, and management of their geospatial data resources, establishing ESRI’s suite of GIS software products as a *de facto* GIS software standard in Georgia.

A secondary, but no less important, mission of this document is to raise the level of awareness with Georgia’s decision-makers about this *one* of many needs and challenges of Georgia’s very strong communities of interest: GIS practitioners. This group of experts is lacking an Executive Champion with the authority and resources to promote the use of common GIS software which is essential to successfully enhancing the state enterprise’s ability to share and manipulate its enterprise data assets in the most efficient and effective means possible.

Expressed Need for and Proposed Cost Savings from an ESRI ELA in Georgia:

Over 1,377 ESRI licenses are in current use at a minimum of 41 agencies throughout Georgia, each bound by the agency’s budget and limitations, each requiring independent administration and overhead. The Board of Regents, not included in this number, has its own ELA with ESRI in order to best serve the research and educational needs in the University System of Georgia. In addition, Regional, local and municipal governments are all hungry for and inquiring about an ELA.

With just 3 working days’ notice to compile this document, 7 state agencies (GEMA, GDOT, DNR, DHR, GFC, DCA and BOR), 3 Regional Development Centers (ARC, MGRDC and LCRDC), the Metro Atlanta Public Health GIS users group (MAPH GIS) and 1 metropolitan entity (SAGIS) have all provided substance to support this Business Rationale. Many more responses can easily be obtained, if needed.

However, a significant disconnect somehow exists between Georgia’s decision-makers and this particular need, and the overall needs/challenges of Georgia’s strong geospatial community, as documented in internal GTA communications below where it appears to GTA that there “is not a ‘ground swell’ of agency interest in having a statewide contract (SWC),” also referred to in this document as an ELA.

An ELA for geospatial software is the most cost effective way for Georgia to leverage the existing, cumulative state investment in GIS and satisfy an even wider need for GIS throughout state government in Georgia. Based on successes in state agencies that currently have GIS, the State of Georgia can expect a significant return on investment as existing GIS data is more effectively utilized and additional agencies employ GIS to improve business processes.

It is important to note that Alabama has executed an ELA, based on the 2007 ESRI proposal written for Georgia (Appendix B), yet the geospatial community in Georgia is still trying to be heard on this issue.



O V E R V I E W

Geographic Information Systems and Technologies (GIS&T), much like Information Technology (IT), are used by people at all levels in any industry in the public, academic and private sectors. GIS&T are developed and leveraged for enhanced decision making and improved delivery of services.

This document, particularly, provides the Business Rational for statewide access to geospatial software via the following benefits:

- To save hundreds of thousands of dollars for the State of Georgia.
- To expand geospatial software offerings to governmental organizations in Georgia for broader use, more efficient, informed decision making and streamlined delivery of services.
- To simplify geospatial software acquisition.
- To reduce the overhead of license procurement and administration.

The Georgia GIS Coordinating Committee (GISCC) is compiling this business case, with member input from state, regional, local, and municipal, academic and private input, in line with its mission: “cooperation, collaboration, and coordination of many differing organizations comprising the heart of the Georgia Spatial Data Infrastructure (GaSDI) ... fostering cooperation and partnerships among organizations, implementing processes and incentives that encourage widespread participation ... establishing priorities, developing agreements and business practices that encourage participation” (<http://gis.state.ga.us/Coordination/coordination.shtml>).

However, a geospatial ELA is not a new idea in Georgia (see Appendix C). ESRI and GTA have discussed an ELA for almost 2-years now. Somehow, though, GTA/DOAS has not realized the “demand” from state agencies, which the GISCC intends to present in this document, in addition to regional, local, municipal and academic demand.

C U R R E N T L I C E N S E S T A T I S T I C S : E S R I i n A G E N C I E S

The Atlanta ESRI office recently compiled a list of geospatial license statistics throughout state agencies in Georgia. While the information in the list is correct, it is not all-inclusive; it is a conservative representation of various ESRI product licenses distributed in Georgia state agencies, save for the Board of Regents which has its own very high return-on-investment ELA. Important to note is that the numbers below do not reflect the hundreds/thousands more licenses issued to local and municipal governments throughout Georgia, which could benefit from the ELA as well for all of the reasons mentioned above:

TRANSPORTATION DEPT	423
DEPT OF NATURAL RESOURCES	312
EMERGENCY MANAGEMENT AGENCY	221
PUBLIC HEALTH DEPT	207
COMMUNITY AFFAIRS DEPT	61
DEPARTMENT OF HUMAN RESOURCES DHR	48
WATER RESOURCES	25
GEORGIA NATURAL HERITAGE PROGRAM	17
BUREAU OF INVESTIGATION	6
REVENUE DEPT	5
AGRICULTURE DEPT	5
OFFICE OF PLANNING & ANALYSIS	4
COMMUNITY HEALTH DEPT	4



DHR DISTRICT 1 UNIT 1	4
EDUCATION DEPT	4
STONE MOUNTAIN MEMORIAL ASSOCIATION	3
TECHNICAL & ADULT EDUCATION DEPT	3
LABOR DEPT	3
PORTS AUTHORITY	2
OFFICE OF INFORMATION TECHNOLOGY	2
CENTER FOR HEALTH INFORMATION	2
JUVENILE JUSTICE	2
COASTAL HEALTH DISTRICT 9-3	2
DATA RESEARCH CENTER	1
ADMINISTRATION SERVICES DEPT	1
EMERGENCY MEDICAL SERVICES	1
JEKYLL ISLAND STATE PARK AUTHORITY	1
MATERIALS & RESEARCH OFFICE	1
NORTH GEORGIA HEALTH DISTRICT	1
PROFESSIONAL STANDARDS COMMISSION	1
ROAD & TOLLWAY AUTHORITY	1
SOUTH CENTRAL HEALTH DISTRICT	1
SOUTHWEST HEALTH DISTRICT 8	1
TRANSPORTION DEPT	1
WEST CENTRAL HEALTH DISTRICT	1
TOTAL	1,377

PROPOSED ELA COST AND COST-SAVINGS

On February 15, 2007, the Atlanta ESRI office provided a statewide ELA proposal to GTA. Included in that document was a conservative, contemporaneous cost basis and a projected 3-year savings to the state, as follows:

Cost of Enterprise License Agreement

The cost of the proposed Enterprise License Agreement will be charged as an annual fee for the three (3) year term of the agreement. The annual fees are as follows:

	FY 08	FY 09	FY 10	Total
Software and Maintenance	\$ 700,000	\$ 750,000	\$ 800,000	\$ 2,250,000
Virtual Campus Training	\$ 15,000	\$ 15,000	\$ 15,000	\$ 45,000
Total Annual Cost	\$ 715,000	\$ 765,000	\$ 815,000	\$ 2,295,000



Cost Savings of Enterprise License Agreement

The fees are based on the following factors:

1. The analysis of spending trends for software and maintenance at State Agencies that currently license software from ESRI. The following table is projected, based on previous year's expenditures.

	FY008	FY09	FY10	
License	\$250,000.00	\$492,500.00	\$970,225.00	
Maintenance	\$780,079.00	\$868,729.00	\$1,043,369.50	
Total	\$1,030,079.00	\$1,361,229.00	\$2,013,594.50	
Projected Cost Savings	\$315,079.00	\$596,229.00	\$1,198,594.50	\$2,109,902.50

2. Existing ESRI software deployed by the State but not covered under maintenance. An audit of ESRI software licensed to the State of Georgia revealed more than \$393,587.31 in unpaid software maintenance in FY 2006.
3. The expected growth of GIS during the next five years in the State of Georgia, including the addition of agencies that are not currently using GIS. The State's GIS portal initiative also shows significant implications for the expansion of GIS across State government.

It is important to note that these numbers do not represent the additional fees paid by agencies for virtual training which is integrated into the proposed ELA. These numbers do not include the significant reduction in administrative overhead that will be collaterally realized, if the ELA were executed. Case-in-point: DHR's Health Planning & Assessment Unit just finished a 2-month process of funding seeking and budgeting for the annual ESRI license. This cost just the GIS Team Director over 15 hours of work.

MECHANISMS FOR ELA

A requirement for agency participating in the ELA, as proposed in Appendix C, is the minimum submittal of the organization's base map layers and/or associated metadata to the Georgia GIS Clearinghouse. This is a guaranteed method for enhancing and centralizing the state's inventory of geospatial assets with a "carrot" versus a "stick." As we understand it, the following options are possible mechanisms for implementing an ESRI ELA in Georgia.

1. GTA/DOAS initiate a program to administer the licenses to the state agencies and RDCs (Phase I) and ultimately the counties (Phase II, see Appendix C)
2. GTA/DOAS acts as license administrator for the state agencies and RDCs (Phase I) and ultimately the counties (Phase II, see Appendix C) for a percentage of the contract fee.
3. ESRI routes its ELA through Georgia's existing contract with DELL.
4. ESRI complies with GSA Schedule 70 pricing for Georgia (which they don't currently offer to states).
5. Another creative, reasonable mechanism that will work for all parties is suggested.

Again, this Business Rationale is intended to communicate the "ground swell" of agency interest in and need for the ELA, not necessarily the solution for implementing/executing one. Not all of the above options will be agreeable to all parties, and the goal is to have someone at the state level recognize the collective cost-savings and work with the GISCC to find a solution to implementing/executing the best ESRI ELA for Georgia.



EXPRESSED NEED FOR AN ESRI ELA

With just 3 working days' notice to compile this document, 7 state agencies (GEMA, GDOT, DNR, DHR, GFC, DCA and BOR), 3 Regional Development Centers (ARC, MGRDC and LCRDC), 1 county department (DeKalb County) and 1 metropolitan entity (SAGIS) have all provided the below quantitative and qualitative substance to support this Business Rationale: Need for an ESRI ELA in Georgia. Although the breadth and depth of support among Georgia's GIS practitioners for an ELA with ESRI is apparent within this document, many more responses can easily be obtained, if needed. Below are the statements of support for an ELA.

Georgia Department of Human Resources (DHR)

The work being performed in OHIP absolutely requires GIS software and could not be accomplished without it. We use the de-facto GIS industry standard, ESRI software, which is to GIS what Microsoft is to the general computer world.

Benefits of the ELA to DHR (and, consequently, the State):

The ELA will eliminate the need to constantly search for funding. Currently, the availability and use of GIS software in DHR is fragmented and inefficient. OHIP GIS, until last year, did not have enough full GIS software licenses for our GIS Team. One person was relegated to using ESRI's ArcView instead of the fully functional ArcInfo Desktop toolset. We were able to find one-time funding from Emergency Preparedness to purchase the licenses we need to perform essential work. However, **we do not have the budget to keep our licenses current.** Each year we must spend time "searching" for money to pay the GIS software maintenance fees. This year our software maintenance is being funded by the Lead Branch of Environmental Health through a CDC grant. **We do not know yet where we will find next year's funding.**

The ELA will provide the appropriate GIS software to DHR branches that need it or will enable software upgrades so that all of DHR will be consistent for collaboration and data sharing. OHIP provides direct spatial data access of non-protected health information to users outside DHR, including ITOS (for eventual upload to the Clearinghouse), GEMA for emergency prep., CDC for flu pandemic exercises, and ARC for local planning. We also share non-protected spatial layers as shapefiles, as requested. However, some branches of Public Health and DHR that should analyze data geographically either have no GIS software whatsoever, or are working with outdated software, including some versions that are almost ten years old. Needless to say, that frequently makes it difficult to work collaboratively within DHR on GIS projects. For instance, many of the DHR users have older software that cannot access the spatial data engine. If they want to use GIS data in the central repository, we must export individual spatial data sets to these GIS users, expending extra time and causing inconvenience on both sides. Also, at this time, OHIP cannot upgrade our spatial data engine software to the most current version, which has features that would improve our own efficiency, because upgrading will effectively cut off the majority of our current users from the central database.

In addition, we in OHIP are aware of several instances where branches have purchased unnecessary software because, through lack of technical experience, they were unaware of what they needed or could maintain and use. **ESRI has informed us that DHR has multiple software licenses and agreements that are being paid individually and irregularly. If we consolidate licenses through the ELA, DHR will save money.** This is demonstrated in the list of licenses above.

The ELA will eliminate duplication of effort within DHR and among State agencies. With the ELA, State agencies will have increased potential for sharing data and working collaboratively. All State agencies will have access to Spatial data repositories that they can share directly via the internet. Agencies responsible for specific layers (e.g. DOT roads, PH districts) will create those layers and share them with others - other agencies do not have to recreate, perhaps poorly, data that are the responsibility of another agency.



The ELA will provide necessary training and technical support. To effectively use GIS software, education and/or training is necessary. Although OHIP's GIS Team all have advanced degrees in Geography and many years of experience with GIS, other DHR users are attempting to self-teach. **The GIS Team receives numerous inquiries for technical support or general GIS instruction for which we do not have the resources. The ELA offers online training courses that would be invaluable.** The ELA also offers Technical Support.

In sum, the ELA -

- will eliminate the need to constantly search for funding.
- will provide the appropriate GIS software to DHR branches that need it or will enable software upgrades so that all of DHR will be consistent for effective, efficient collaboration and data sharing.
- will eliminate duplication of effort within DHR and among State agencies, and
- will provide necessary training and technical support

Elaine J. Hallisey | Director, GIS Team | Georgia Department of Human Resources
Division of Public Health | Office of Strategy & Systems Development | Health Planning & Assessment Unit | 404-657-1103 | www.dhr.state.ga.us

Department of Community Affairs (DCA)

The Georgia Department of Community Affairs, working in concert with Regional Development Centers (RDCs), and with other state and federal agencies, **has invested heavily during the last twenty years to develop spatially accurate, content rich base maps to support Geographical Information System applications for comprehensive planning and decision-making.**

During that same period most of the GIS professional community has adopted use of ESRI-based software to create, maintain and refine our base maps and decision-making applications. Over the last decade intergovernmental coordination and federal-state partnered investments have enabled us to create a highly accurate set of base maps. **Maintenance of these maps requires greater intergovernmental coordination, new data collection programs, and the further deployment of common GIS software supported by underpinning geographic principles, concepts, and standards.**

The Georgia Planning Act of 1989 has been an incredible stimulus to the adoption and use of GIS by local governments. Indeed, during the second ten-year planning cycle all maps in comprehensive plans appear to have been produced using GIS technology. Even so, many were produced by consultants and not the planning entity itself. GIS software, and the skills to use it, must become as utilitarian as word processing software for our citizens to attain the greatest benefit from its use.

In recent years Georgia's interagency GIS Coordinating Committee (GISCC) and ESRI, Inc. have developed a proposed Enterprise License Agreement (ELA) that would initially reduce the procurement and maintenance costs of ESRI software products and services for state government entities and RDCs. Perhaps more significantly this agreement includes a scheduled option to also include local governments. And we would be remiss not to encourage the use of GIS in the K-12 geography education curriculum where we are training our future generations of leaders and decision-makers.

Another important component of Georgia's GIS future is our GIS Clearinghouse, however, state support for its operation has already been reduced by one-half, and may soon be withdrawn altogether. By any measure it has been of indispensable service to the state. When DCA coordinated the first Digital Ortho Quarter Quadrangle or DOQQ program in the early 1990's, the Clearinghouse further processed those B/W images and produced thousands of CDs containing the images for distribution. Similarly, the GISCC-Clearinghouse managed the digital production of our statewide 1999 DOQQ Color Infrared images. More recently they have partnered with DCA to distribute the 2007 National Agricultural Imagery Program, County Compressed Mosaic, natural color images, so that are readily



available for use by participants in the Local Update of Census Addresses program and by the many others needing recent high-quality air photos.

Terry Jackson | Director | Office of Decision Support Systems | Planning and Environmental Management Division | Georgia Department of Community Affairs | 404-679-4946 | www.dca.state.ga.us

Georgia Department of Transportation (GDOT)

To support the State and GDOT IT goal of enterprise collaboration and objective to leverage enterprise architecture, **GDOT requires ESRI software, maintenance, professional services, and training.**

The GDOT GIS is a mission critical system for all spatial data, integration, applications, analysis, mapping and development within the Department.

In support of its business mission, **GDOT provides an innumerable amount of geographically referenced data, maps, reports, plans, and services.** To sustain these business processes, the following functionality is required from the GDOT Geographic Information System (GIS):

- Data Management
- Data Entry, Update, and Manipulation
- Geo-processing, Modeling, and Analysis
- Query and Display
- Map Production

GDOT standardized on the implementation of ESRI GIS in 1989. Prior to that time, GDOT extensively researched and evaluated alternative systems through pilot projects, coordination with the **GIS Coordinating Committee**, and research conducted with the University of Georgia and Georgia Tech. **The standardization on ESRI GIS has allowed GDOT to maintain a common application development and support platform. Additionally, it promoted a higher level of technical expertise and proficiency amongst GIS developers and end-users.**

Currently GDOT is annually bidding sole brand and source packages for ESRI software and maintenance. **Pricing is currently non-competitive and GDOT cannot leverage the buying power of the State of Georgia to lower licensing costs or better terms/conditions.** Additionally, existing procurement processes can be lengthy, time consuming and inflexible in meeting changing business needs. GDOT currently does not have a contract in place for obtaining ESRI professional services or training.

GDOT utilizes the Georgia GIS Data Clearinghouse as a central point for data distribution and publication. The Clearinghouse has stated that the lack of funding and continued funding cuts have compromised the ability to fulfill its mission and provide a consistent level of service to the State of Georgia. GDOT will continue to provide the Clearinghouse with geospatial data; however, the Clearinghouse and GDOT must develop other options to provide public services. Although just one example, **a standard state contract vehicle would greatly assist GDOT in procurement and purchasing from ESRI.**

GDOT desires a standard contracting method for ESRI. Such agreements allow vendors to provide standard pricing at reduced rates utilizing the buying power of the State of Georgia. Agencies in turn utilize their existing budgets more effectively through price reductions. Additionally, state contracts are more efficient in reducing the effort to procure software/services. This allows agencies to control their budgets and continue purchasing on an as needed basis.



GDOT would like any agreement pricing to be commensurate or lower than GSA Schedule 70 rates provided to federal agencies. ESRI is the GSA SmartBuy provider for Geospatial Information Systems. ESRI is a Schedule



70 provider of software to the federal government under contract **GS-35F-5086H**.

(https://www.gsaadvantage.gov/advgsa/advantage/main/start_page.do).

Not all, but some of the current GSA Schedule 70 items may be available to the State of Georgia under Cooperative Purchasing or Disaster Recovery Purchasing. As such, current GSA Schedule 70 purchasing does not completely address GDOT software purchasing needs, but provides a basis for contract negotiation.

	Cooperative Purchasing. - Item is available for purchase by State and local government entities in accordance with Section 211 of the E-Government Act of 2002.
	Disaster Recovery Purchasing. - Item is available for purchase by State and local government entities in accordance with Section 833 Disaster Recovery Purchasing

Under the GSA Schedule 70, each agency that has signed an ELA with ESRI is entitled to immediate and unlimited deployments of ESRI software products. The federal agencies that have signed such ELA's include the:

- Environmental Protection Agency
- Department of the Interior and US Geological Survey
- U.S. Census Bureau
- U.S. Department of Agriculture

Several state governments, such as the state of North Carolina and Alabama, have executed Enterprise License Agreements (ELA) with ESRI to be the sole source provider of ArcGIS software to their state agencies

(http://www.esri.com/news/releases/05_3qtr/state-of-northcarolina.html,

http://www.esri.com/news/releases/08_1qtr/alabama.html).

Similarly, GDOT or GTA/DOAS could establish an ELA. The establishment of a GDOT ELA would only address GDOT needs for ESRI. **An ELA for the State of Georgia will fulfill broader business need statewide.** Presently, GDOT desires to reduce its licensing costs through enterprise architecture. Gradual and steady growth is projected. GDOT expects that an ELA would better serve agencies that currently do not have enough ESRI software or expect significant growth in licensing costs.

In any agreement, GDOT requires the incorporation of ESRI professional services and training to improve efficiency in planning and deploying ESRI software. **Several services offered by ESRI are unique, exclusive, and not accessible elsewhere in the marketplace.** ESRI has direct access to GDOT's customer records, licensing, training history, and user accounts. ESRI also has direct access to the project teams, developers, and trainers of the ESRI software. In the past, this uniqueness has allowed GDOT to significantly compress and accelerate the time to develop enterprise GIS implementation plans and make effective technology decisions. Providing professional services and training on a task order or project basis allows agencies the option to obtain the right amount of vendor services as needed to ensure successful implementation. Right-sizing services become the responsibility of the agency. **Obtaining these services at the best rate/value is a capability of a standard state contract.**

In short, GDOT prefers a state contract with negotiated rates for ESRI software, maintenance, professional services, and training with the option of establishing an agency ELA if it can be justified by the agency.

GDOT has made a significant cost, training, and business investment in the ESRI platform. In order to obtain the same level of compatibility and integration with another GIS, GDOT would need to migrate, convert, or duplicate all the software, data, applications, and functionality GDOT developed with the ESRI platform over the past 15 years.



GDOT is embedded in a \$2.2 million dollar investment in ESRI software. If another GIS platform was introduced, the total cost in migration could be in excess of \$50 million dollars and would take years to achieve. This total cost takes into account the reprogramming of our complete GIS system, software applications, spatial data migration, and the revision of business processes which would be required for a platform change.

Furthermore, **GDOT has made a significant investment in training personnel in the ESRI product line.**

Developers and end users throughout the Department have attended extensive training sessions on the ESRI products. The cost of retraining end users on an alternative system would exceed \$120,000 and the forfeiture of previous training investments.

GDOT would also face performance losses while ramping up resources to use, operate, and support an entirely new software, architecture, development framework, and maintenance methodology. Key business processes including the following would be compromised:

- the production of the State Transportation Map
- the production of the General Highway Map Series
- the maintenance of the road centerline and route systems
- web mapping applications
- preparation of transportation project plans
- analysis of the transportation and intermodal systems
- analysis of safety, environmental, traffic, and economic impacts of transportation projects

These business functions support fulfillment of:

- SAFTEA-LU
- Statewide Transportation Improvement Program (STIP)
- Transportation Planning Work Program (TPWP)
- OCGA Title 32

GDOT requires ESRI software, maintenance, professional services, and training. A standard state contract vehicle would provide the best value to the State of Georgia. GDOT requests GTA/DOAS (or other agency's) support and consideration of such an agreement.

Teague Buchanan | Enterprise GIS Manager | Georgia Department of Transportation | Office of IT Applications – West Annex | 404-463-2860 x137 | www.dot.state.ga.us

The Department of Natural Resources (DNR)

“The Georgia Department of Natural Resources uses Geographic Information Systems technology throughout the agency and has job titles specific to GIS (GIS Specialist I, II and III) but its use is not limited to these positions. The Wildlife Resources Division of DNR is responsible for the management of state natural areas, wildlife management areas and public fishing areas. **GIS is used by staff at all levels to manage information** related to these properties. WRD also implements the provisions of O.C.G.A 36-22-13, that part of the Georgia Land Conservation Act that provides for a State Land Conservation GIS to be maintained by DNR. The Georgia GIS Clearinghouse provides the information contained in the SLCGIS to the public.

With such widespread use of GIS software in WRD **it would be economical and efficient to have an umbrella software license.** Currently, the licensing and purchasing of the software is done on a piecemeal basis without



coordination between WRD sections. A statewide Enterprise License Agreement with the company that makes the software most commonly used in the agency would address the inefficiencies and costs of the current situation.”

Chris Canalos | GIS Specialist | Georgia DNR Nongame Conservation Section | 706-557-3032 | www.dnr.state.ga.us

All Divisions of DNR are increasingly aware of and are using GIS. Historically EPD and the Fish and Wildlife Division have been early adopters of the technology and are increasingly using these tools in environmental management (water plans) and in general game and nongame wildlife management. **An ELA with ESRI would allow for more efficient and productive use of GIS within all Divisions.** An ELA would also result in greater use of GIS software in general so that new users (with possibly different perspectives and unique requirements) could have access to these tools.

Ensuring that access to GIS technology is made easier for DNR users will presumably result in greater immersion and familiarity with the technology and therefore **better overall environmental management for the agency.** With an ELA in place the Georgia GIS Clearinghouse repository of GIS layers would attain even more importance since those many potential new users could be pointed to a central source to obtain essential base layers etc, for quickly starting projects.

Alan Sandercock | Systems Development/Program Support | GIS Analysis and Coordination | 404-657-6135 | <http://psdnt1.dnr.state.ga.us/gisdnr>

The Nongame Conservation Section of WRD has staff that use GIS for important conservation planning and regulatory programs. Our environmental review coordinator uses GIS daily for reviewing the impacts of proposed development projects on state-protected plants and animals. As required by O.C.G.A 36-22-8, we review potential conservation lands asking for funding from the Georgia Land Conservation Program. We also review the conservation values of conservation properties where the donor is seeking an income tax credit through the State Conservation Tax Credit, as mandated by O.C.G.A. 48-7-29.10. Both of these tasks require **daily use of GIS information by a full-time Biologist.** Also, most of our field biologists use GIS information at some level in their job duties.

In addition, **many of the biologists in our section do not have ARC GIS 9.0 because of complications in getting the software purchased** - not because of need or available funds. **A statewide license agreement would make the purchasing process easier for us and other agencies, at a reduced cost for everyone.**

Kristina Sorensen | GA Land Conservation Program & GA Conservation Tax Credit Program | Georgia Department of Natural Resources | Wildlife Resources Division | Nongame Conservation Section | 770-761-3043 | www.glcp.org

In addition to the DNR statements above, I would like to echo the sentiment about a **statewide license improving the efficiency with which we would receive the necessary software.** We have put ArcGIS purchasing requests on our computer needs list for 2-years running, without obtaining the needed software. **If we do not receive Arc products soon, our ability to perform tasks of any number of federal grants will be severely impacted.**

Matt Elliott | Program Manager | Georgia Department of Natural Resources | Wildlife Resources Division | Nongame Conservation Section | 770-918-6411

Georgia Forestry Commission (GFC)

The Georgia Forestry Commission (GFC) is a state government service organization dedicated to the well-being of forest resources in the state of Georgia. The GFC mission is to provide leadership, service, and education in the protection and conservation of Georgia's forest resources. The main services and programs the GFC provide are Forest Protection and Prevention, Forest Management, Reforestation, Sustainable and Community Forestry, and Forest Marketing and Utilization. **The data presently available to support programs suffer from inadequate documentation (metadata), inconsistencies in quality (standardization—data dictionary), outdated currency,**



poor interoperability with GIS and poor integration with other corporate datasets. Foresters need to be able to quickly request accurate information regarding location of forested land, ownership, phone numbers, emails, type of management, details associated with management plans, access to other ancillary mapping data, equipment, etc. The GFC needs a system that better tracks the requests and coordinate information and action between other departments. In addition, **the GFC wants to enable the foresters to submit, view, and edit their service requests online.** As part of this undertaking, **the GFC foresaw the need to improve upon its modis operendi by incorporating technologies such Global Positioning Systems (GPS) and GIS into its field of operations.**

Today, the **GFC has approximately 200 regular users of GIS technology in varying counties among ten districts** in addition to other casual or intermittent users who are at least familiar with the basic concepts. Recently the GFC has procured software products and End-user license agreements (ELAs) from the Environmental Systems Research Institute, Inc. (ESRI) at a substantial cost to further its goal in developing a strategic plan for an Enterprise-Wide GIS (Corporate Database) that will provide broad access to geospatial data, a common infrastructure upon which to build and deploy GIS applications, and significant economies of scale. However, implementing a GIS solution is a complex and demanding task; it takes a significant amount of time, costs money, and requires the most effort in terms of planning and management. A distributed computer environment must be designed properly to support user performance requirements. The weakest system component will limit performance. System architecture design is a plan developed to promote successful GIS strategies and implementations. Therefore, **a state-wide Enterprise License Agreement (ELA) will undoubtedly circumvent some of the intricate challenges facing the GFC in developing its GIS program.**

Constance Buford | GIS Coordinator | Georgia Forestry Commission | 478-751-3478

Georgia Emergency Management Agency (GEMA)

As mandated by 44 CFR Part 201, the Hazard Mitigation Planning and Hazard Mitigation Interim Final Rule, the State of Georgia must maintain federal approval of a hazard mitigation plan in order to receive disaster assistance under the Stafford Act. §201.4(c) (2) requires the mitigation plan to provide a risk assessment to provide a factual basis for activities proposed in the mitigation strategy. The risk assessment must include “an overview of the type and location of all natural hazards that can affect the State, including information of previous occurrences of hazard events, as well as the probability of future hazard events, using maps where appropriate”.

In order for the State of Georgia to meet the federal mandates and to remain eligible to receive post-disaster assistance (such as that following the 2007 tornadoes and wildfires), the state must produce a hazard mitigation strategy that includes a detailed hazard, risk, and vulnerability assessment. **The effort to continually update this information for the entire state of Georgia completely relies on statewide GIS capabilities. By using an ESRI Enterprise License Agreement (ELA) that encompasses the entire state, all state agencies will receive access to this technology that has allowed GEMA to meet federal requirements and enhance state capabilities following potential natural and anthropogenic disasters.**

The main benefit to GEMA from the ESRI ELA is the improvement of data-sharing among state agencies. GEMA has been unable to share risk assessment data in a usable format with numerous state agencies due to the inability to transfer spatial data. This inability has caused inefficiency in the state mitigation planning process during the most recent update cycle of Georgia’s Hazard Mitigation Strategy. Also, the acquisition of **the ELA would improve GEMA’s geospatial capabilities during activation of the State Operation Center** by allowing personnel from other state agencies that are trained in GIS to seamlessly substitute for GEMA’s limited GIS staff.

Elizabeth Dunn | GIS Specialist | Hazard Mitigation Division | Georgia Emergency Management Agency | 404-635-7517

Board of Regents

The Board of Regents of the University of Georgia System began using GIS in the management of facilities a few years ago. It has recently expanded the use of GIS to include the broader planning functions of research and policy



for the 35 public institutions of higher learning in Georgia. **The statewide ESRI ELA was and continues to be the critical element facilitating the BOR's use of GIS in the planning functions surrounding millions of dollars of facilities investments.** There is an unidentifiable, but nevertheless exceedingly large, dollar-value attached to the policy planning functions of the BOR's Research and Policy Analysis functions. The Board staff are nearing the roll-out phase a significant map-server operation that will greatly facilitate the public's ability to get information about the 35 public institutions in the state. **Very soon, it will be unimaginable for the Board of Regents to not communicate information to the various public constituencies without the use of the software and data licensed under the statewide ESRI ELA.** The leveraging of a relatively small investment of public funds currently going toward this ELA clearly results in a nearly untold return to state agencies such as the USG Board of Regents and their 35 institutions of higher learning as well as the public libraries in the state which operate under the auspices of the Board.

Frank Howell, Ph.D. | Senior Research Associate | Office of Research & Policy Analysis | Board of Regents of the University System of Georgia | 404-657-8885

Regional Development Centers (GaRDCs)

“The Middle Georgia Regional Development Center (MGRDC) is a regional agency created under the authority of O.C.G.A. § 50-8-32 to assist local governments with the facilitation and coordination of comprehensive planning and to provide other services as outlined in O.C.G.A. § 50-8-35. In this capacity, **MGRDC provides GIS-based digital spatial analysis and mapping services to local governments, state agencies (DCA, DNR, DOT, DHR) and federal agencies (EDA, Census Bureau).** In addition, the MGRDC is an active user, participant and supporter of the Georgia GIS Clearinghouse, which is an invaluable asset to our work and that of the local governments in our region. Our IT Director is a member of the Georgia Association of Regional Development Centers' GIS Committee, and several of our staff participate in the Georgia GIS Coordinating Committee (GISCC) meetings to stay in tune with the pulse of GIS in Georgia.

A statewide Enterprise License Agreement (ELA) between the state of Georgia and Environmental Systems Research Institute (ESRI) would increase the efficiency and widen the array of GIS services it provides to constituents by providing MGRDC with access to the full range of ESRI software and extensions- some of which are not currently available. A specific example of an efficiency gain would be the implementation of ESRI ArcServer Advanced. This technology would enable the MGRDC to provide- via an Internet web browser- a more efficient and cost-saving mechanism for updating, displaying, querying and printing maps (land use, zoning, tax parcels, etc...) to local governments in its service region. Often, such data sets are updated via meeting and using hardcopy maps.

As an active member of the GIS community in Georgia since 1990, the MGRDC fully endorses the creation of a statewide ELA between the GTA/DOAS and ESRI. **A statewide funding mechanism that gives all entities of the state (including the RDCs) increased access to a wider range of GIS software will certainly increase service provision efficiency.”**

Brent K. Lanford | Information Technology Director | Middle Georgia Regional Development Center (RDC) | 478-751-6160 | www.mgrdc.org

By statute, the Atlanta Regional Commission (ARC) provides planning and intergovernmental services for the 10-county region that includes Cherokee, Clayton, Cobb, DeKalb, Douglas, Fayette, Fulton, Henry, Gwinnett and Rockdale. In the last two years, however, ARC's work has grown to cover a 20-county area that includes 10 additional counties affected by the Ozone Non-Attainment Area for Air Quality (Barrow, Bartow, Carroll, Coweta, Forsyth, Hall, Newton, Paulding, Spalding and Walton). The growth in the area we cover- from approximately 4,000 square miles to about 6,400 square miles - comes at the same time as a decrease in the number of GIS staff at ARC.



Currently, ARC **has 10 ArcInfo Desktop licenses. Since the GIS division trains staff in other divisions to use GIS, we often hit our licensing limit.** While this training does lighten the workload somewhat on GIS staff, the additional coverage is beginning to stretch the GIS staff because of the added time to complete projects.

ARC's LandPro dataset is updated annually, and the new forecasting model is continuously updated. LandPro helps ARC track land development trends and was used to help create the Envision 6 long-range transportation and development plans that prepares the region for a forecast growth of some 2.3 million people over the next 25 years. The new forecasting model – PECAS – gives ARC much more rigor in forecasting future population and employment trends. These projects consume the majority of the GIS staff's time. **With the Enterprise License Agreement in place, ARC could allocate the money saved on new staff or other software to work on projects that must currently be sidelined.**

Tim Maguire | Senior GIS Analyst | Atlanta Regional Commission | 404-463-3455 | www.atlantaregional.com

The Lower Chattahoochee Regional Development Center (LCRDC) is located in Columbus, GA. We assist eight southwest Georgia counties (Chattahoochee, Clay, Columbus-Muscogee, Georgetown-Quitman, Harris, Randolph, Stewart, and Talbot) in their regional planning, as mandated by the State of Georgia. Our Geographic Information Systems (GIS) Department uses ESRI's ArcGIS desktop 9.2 software to assist in the creation and mapping of a variety of data vital to the planning needs of our communities. Currently, the department only has one full-time GIS specialist and requires only one copy of ArcInfo and one copy of ArcView. However, the recent budget cuts have resulted in a decrease in our local governments' ability to provide services to their citizens and subsequently, an increase in the demand for ours to fill the gap. Meeting that need not only requires additional staff but also additional software. **Available software at a reduced cost through an Enterprise License Agreement would allow us to focus on hiring experienced staff, knowing that we will be able to afford the latest software to ensure their efficiency.** In addition, a statewide agreement would bolster the attempts of the Georgia State Clearinghouse to meet the state-wide needs for GIS data. Compatibility is always an issue with data, and it is vital that everyone contributing to the Clearinghouse's database be using the same software. **Raising the quality of the data will raise its circulation, thus enhancing everyone's ability to produce and use good quality GIS data throughout the state of Georgia.**

Tina Rust | GIS Specialist | Lower Chattahoochee Regional Development Center | 706-256-2910 | www.lcrdc.org

County Departments

I would like to express my unwavering approval toward obtaining a statewide ESRI ELA. As the chairperson for the Metro Atlanta Public Health (MAPH) GIS users group, obtaining a statewide licensing agreement would enhance the ability of GIS users throughout the Metro Atlanta Public Health Districts. Our membership and their careers vary widely within the Metro Atlanta Public Health Domain, from State DHR members, State and County Environmental Health members to Epidemiologists and Entomologists. Some of the members and their peers currently have limited access to GIS software, therefore restricting the use of their abilities within their fields to provide a more enhanced picture of the problems they face and the potentially cost effective solutions that may be found. **The States OHIP, Enterprise GIS Team is an awesome department with an outstanding staff, however by enhancing the accessibility of GIS to more local users, problem areas may be identified and locations refined to help provide a more cost effective solution to the many challenges within the public health districts.**

Byron L. Lobsinger, B.S., EHS II, CCEH | MAPH GIS Chair | Division of Environmental Health | DeKalb County Board of Health | 404-508-7900 | www.dekalbhealth.net

Metropolitan Planning Commission (MPC)

A statewide ELA would allow all municipalities to have access to GIS capabilities that they do not currently have. It **would save each municipality about 10% off of the cost of participating in SAGIS.** This additional cost for



smaller municipalities is enough for them to not start using GIS to manage their day to day business. Municipalities would be able to manage and provide the necessary documentation for **compliance with GASB34**.

GIS used throughout the world has time and again proven cost savings. The removal of duplication of systems, data and the extra manpower to maintain it usually pays for the GIS. Sharing data and the ability to visualize data allows for better decision making. The ELA would put GIS in the hands of so many that responses to legislators and state officials could be quicker and more accurate and would allow a larger “picture” to be painted in a very short time.

Communication to surrounding municipalities is limited due to their lack of software. **If proximal municipalities were to have the same software (via an ELA), regional communication and collaboration would be easier and more frequent.**

Noel Perkins, GISP | SAGIS Director | Savannah Area GIS (SAGIS) | 912-651-1476 | www.thempc.org

“Our agency would benefit greatly from a statewide ESRI ELA.

GIS is the medium with which we, as a governmental entity, communicate. Savannah Area GIS (SAGIS) uses GIS to keep our municipality current with information regarding many important aspects of Savannah’s business. **From creating detailed disaster preparedness plans to managing our landuse policies to engaging the public about tax matters, GIS has become the crucial cog that not only turns many of the wheels of our government, but also informs policy makers with the most accurate and current information.** It’s not just the efficiency that makes GIS so important though; it also provides functional ability that simply wasn’t there before GIS technology came along.

ESRI is the primary language of GIS, the software that makes all of this possible. However, the up-front expense make it prohibitive for many agencies and other governmental entities to afford/acquire. **A statewide license will go a long way towards insuring that the GIS community grows and that we can all communicate with each other, which we see as essential for the future.”**

Jason Lee | Senior GIS Analyst | Savannah Area GIS (SAGIS) | 912-651-1476 | www.thempc.org



INQUIRIES ABOUT THE ESRI ELA

Note: The email authors identified below have approved inclusion of their communications in this document. Order of communications is in chronologically descending order.

From: Candler, David
Sent: Tuesday, January 22, 2008 12:23 PM
To: 'Sonny Beech'
Subject: RE: State of Georgia

Thank you. I will be interested to hear what you find out from corporate. Best regards, David

David M. Candler, CPPO, PMP | Contract Administration | Internal Services Support | Georgia Technology Authority | 404-463-2315 | www.gta.gov

From: Sonny Beech [mailto:sbeech@esri.com]
Sent: Tuesday, January 22, 2008 12:02 PM
To: Candler, David
Subject: RE: State of Georgia

David,

I will make another push on my end to see what we are doing with GSA 70. I was excited about the State acting as ESRI's software VAR; but it sounds like that option has gone away. Let me pursue the GSA 70 route for now and give you an update when I find out something.

SB

Sonny Beech | Office Manager, ATL | ESRI | www.esri.com

From: Candler, David [mailto:David.Candler@gta.ga.gov]
Sent: Tuesday, January 22, 2008 11:07 AM
To: Sonny Beech
Cc: Keung, Wade
Subject: State of Georgia

Sonny – I think we have run this sourcing for GIS ESRI software and support services to ground as follows:

- **There is not a “ground swell” of agency interest in having a statewide contract (SWC) for this capability and therefore, GTA nor the DOAS State Purchasing Office, will place this as a high priority**, i.e. this may be on the list for eventual SWC consideration, but not a near term high priority.
- ESRI, apparently, does not wish to offer GSA Schedule 70 pricing to state and local government customers and that reinforces the “why do a SWC, if we’re not going to get volume discounts?”.
- For the convenience factor, i.e. ESRI does have the product and services that most agencies and local governments seem to want, but each to have to do individual solicitations or attempt to justify a sole source, is administratively cumbersome. Therefore, if ESRI is willing/able to work through the State’s Software VAR (Dell) SWC, that may be a way to have the state entities have a less administratively cumbersome way of sourcing – but, ESRI apparently does not want to go that route either.

The above being said, I think we are in the “each state entity must compete its GIS requirements to the marketplace” sourcing solution.



The State still desires ESRI to simply allow state and local entities to purchase from GSA Schedule 70. You get the convenience of having a source of supply that is not administratively onerous for both state entities and ESRI, and the State gets a little better pricing. Your call. What do you say?

Best Regards, David

David M. Candler, CPPO, PMP | Contract Administration | Internal Services Support | Georgia Technology Authority | 404-463-2315 | www.gta.gov

Hello, we are preparing for our budget year beginning May 1st. I remembered that the **GISCC [sic – GTA] was looking into an enterprise license agreement with ESRI**. Is there a status update on this effort? **This has the potential to save us thousands of dollars**. Also, what licenses, etc. would that entail? I appreciate any information you could provide. Thank you.

Stacy Doerr | GIS Technician | Clayton County Water Authority | 770-960-5206 | www.ccwa1.com

Hello. I work with DNR-Parks. When it comes to GIS, Parks has lots of room for growth.

As one of the folks with GIS experience, they look to me to help the Division make progress. I learned that you are working on an ELA with ESRI and that a handout was available from a presentation you gave earlier this year.

I'd like to learn more about the ELA as well as to learn who is serving as the POC for DNR-Parks.

Eric VanDeGenachte | Special Projects Coordinator | DNR Parks, Recreation and Historic Sites Division | 404-651-5870 |

With reference to your email on the GIS ELA, I don't know if you are aware but I have arranged with Eric McRae for him to give a **GIS presentation to the State CIO Council on October 12th**. The purpose is to give a broad overview of the **benefits of GIS** to all the State CIO's and the kinds of **data that are available through the Georgia GIS Clearinghouse**. Many CIO's are not of aware of this and the tools that are available to access and utilize these data. To my knowledge this is the first time that a formal presentation has been offered to the entire CIO cadre in the State of Georgia.

Donald K. Hill | Asst. Commissioner/CIO | Office of Commissioner of Insurance and Safety Fire | State Of Georgia | DHill@oci.ga.gov

Sent: Tuesday, November 27, 2007 12:34 PM

Shannon, The effort to get any Community of Interest funding through legislative action for this year is off the table but the discussion with ESRI is ongoing. I have no further update at this time.

Bob McFarland | Director, IT Strategy and Policy | GTA IT Planning Office | 404 651-7628

Sent: Thursday, November 15, 2007 10:44 AM

Subject: RE: ESRI Contract-Going Enterprise???

Importance: High

Bob, Can **you give me an update on the ESRI contract? I continue to get requests for this from my agencies** (especially DNR). What kind of volume do you need to get an enterprise contract? Thanks,

Shannon Thompson | Account Manager | GTA Customer Relations | 404-656-6262

Sent: Tuesday, June 26, 2007 11:16 AM



Subject: RE: ESRI Contract-Going Enterprise???

Shannon, We don't have any more details at this point. **I am still trying to get interest in a formal Community of Interest (COI) for GIS so that we can get a funding source for an enterprise ESRI contract (ELA).** I can proceed with negotiating an enterprise convenience contract but without a purchase volume commitment it is hard to believe we can get the kind of savings that an ELA would generate. I have no problem with you sharing with your customers that we are extremely early in the process and cannot make any FY08 commitments yet. Sorry I cannot be more helpful.

Bob McFarland | Director, IT Strategy and Policy | GTA IT Planning Office | 404 651-7628 | www.gta.ga.gov

Sent: Monday, June 25, 2007 1:17 PM

There is a proposed contract from ESRI for an Enterprise License Agreement (ELA) that would allow the state to pay one annual fee for both maintenance and unlimited new licenses of their software (750K).

Bob McFarland is working on getting OPB to support a GIS Community of Interest (COI) directly funded by legislation that could be used for this purpose but he is getting little interest from OPB for the COI.

Without a COI there is no \$ for the ELA. This is what I know.

Kriste Elia | Enterprise Project Director | Georgia Technology Authority | 404-592-7551 | www.gta.ga.gov

Sent: Monday, June 25, 2007 11:03 AM

Subject: RE: ESRI Contract-Going Enterprise???

Bill Bunney at GSWCC tells me that ESRI is supposed to be negotiating a contract. I don't think there has been one in the past. I'll get Bill to send me the emails about it.

Shannon Thompson | GTA Account Manager | Office of Solutions Marketing | 404-656-6262 | www.gta.ga.gov

From: Thompson, Shannon

Sent: Monday, June 25, 2007 10:51 AM

To: Candler, David

Subject: ESRI Contract

Importance: High

David, I had a meeting with one of my customer's last week, **Ga Soil and Water Conservation Commission**, and the IT director mentioned that ESRI was trying to negotiate a license agreement with GTA. Do you know anything about this and if the deal is going through? My customer **is interested in the ArcGIS Server license**. Thanks,

Shannon Thompson | GTA Account Manager | Office of Solutions Marketing | 404-656-6262 | www.gta.ga.gov

From: AYAN , DANIELLE M

Sent: Tuesday, October 09, 2007 11:12 PM

To: Candler, David

Cc: Elaine Hallisey

Subject: RE: Invitation to visit the GISCC

Thank you, David. Again, I am so glad to know that you/GTA are working on the ELA. We'll look forward to hearing from you as soon as you have something more concrete to offer.



Please keep me posted.

Danielle Ayan, GISP | 2008 Chair, Georgia GIS Coordinating Committee | Research Scientist II | Center for GIS, Georgia Institute of Technology | 404.894.5540 | www.arch.gatech.edu/cgis

From: Candler, David [mailto:David.Candler@gta.ga.gov]

Sent: Tue 10/9/2007 12:08 PM

To: AYAN , DANIELLE M

Cc: Elaine Hallisey

Subject: RE: Invitation to visit the GISCC

Thank you for your invitation. I am working the sourcing strategies in an attempt to resurrect the "Enterprise ELA". There are a number of hurdles to address and the last attempt resulted in a stand off. It may be premature to address the group at this time, but as soon as we have something, I'll get with you and see how you may wish the info communicated. Best regards, David

David M. Candler, CPPO, PMP | Procurement Planning and Strategic Sourcing | IT Planning Office | Georgia Technology Authority | 404-463-2315 | www.gta.ga.gov

From: AYAN , DANIELLE M

Sent: Tuesday, October 09, 2007 11:54 AM

To: Candler, David

Cc: Elaine Hallisey

Subject: Invitation to visit the GISCC

Hi David. I am the Chair of the GISCC (Georgia Geographic Information Systems Coordinating Committee).

I am excited about the recent communications between you and Elaine Hallisey of DHR, also the GISCC Vice Chair this year, regarding the GIS ELA.

Elaine mentioned that through your discussions you referenced a past invitation to come speak to the GISCC. I'm not sure what happened with that, but would love to extend an(other) invitation to you to address our group on either October 17th (a week from tomorrow) or November 21st - both meetings are held at the Department of Community Affairs from 1:30 - 3:30 pm (you could have as little or as much time as you'd like).

I know that it would greatly benefit our group to get some insights on the ELA and the Georgia GIS Clearinghouse from GTA directly. Likewise, it might benefit you/GTA to hear from us about what we're doing, what we'd like to do for Georgia, and what's going on nationally regarding spatially-enabled IT activities.

Please advise on your interest and availability. Thank you much!

Danielle Ayan, GISP | 2008 Chair, Georgia GIS Coordinating Committee | Research Scientist II | Center for GIS, Georgia Institute of Technology | 404.894.5540 | www.arch.gatech.edu/cgis





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The intranet is accessible at <https://intranet.dhr.state.ga.us>

Together we will strengthen Georgia's families for a stronger Georgia!



(email circulated DHR March 2008)

February 11, 2008

State of Alabama Secures ESRI Enterprise License Agreement

All State Agencies Now Have Immediate Access to the GIS Software They Need

Redlands, California—The State of Alabama Information Services Division (ISD) has signed a three-year enterprise license agreement (ELA) with ESRI that will allow all state agencies to have unlimited deployments of ESRI geographic information system (GIS) software. Previously, only 29 agencies had access to ESRI GIS software, but through this agreement, more than 90 agencies will have immediate access to this critical technology. The recently formed Alabama Geospatial Office (ALGO), a department in ISD, will administer the ELA for the state.

"I am happy we could work out an agreement between the State of Alabama and ESRI," said Jim Burns, CIO, Alabama ISD. "The enterprise-wide agreement will greatly enhance state agencies' ability to grow their suite of GIS applications.

"GIS software," he continued, "previously out of reach for most agencies, is now readily available due to the greatly reduced costs offered through the new agreement. I believe this is a win-win agreement for the state, as well as for ESRI, and we look forward to many years of working with ESRI in the development of a world-class GIS environment for the State of Alabama."

For the State of Alabama, the benefits include the following:

- Equalizing GIS expenditures over the course of three years
- Reducing administrative and procurement costs
- Making it easier for multiple organizations to share Web services with each other and the public

"It is important for state governments to have access to the GIS technology they need to best serve the public," said Jack Dangermond, ESRI president. "Geospatial data is tied to most state-level activities. Through this agreement, Alabama can provide all its state agencies with the GIS software they need to enhance productivity and improve efficiency across the enterprise. Additionally, the widespread implementation of GIS applications will allow for better decision support."

The core technology for the ELA is ESRI's ArcGIS software, which is an open and interoperable technology platform that provides spatial analysis, geographic data management, advanced visualization and cartographic capabilities, and more. ArcGIS software is a complete system to author, serve, and use geographic information. The technology gets geographic information to those who need it, including analysts, decision makers, field staff, and the public, through its support of mobile, Web, and desktop clients.

For more information, contact your ESRI United States regional office (contact information is available at www.esri.com/usalocations) or call 800-447-9778.



APPENDIX C: ELA AS PROPOSED BY GTA TO THE GISCC 2007

UPDATE

As of April 1, 2007 there is no formal agreement between GTA and ESRI for a GIS Enterprise License Agreement (GIS-ELA). This being said the Georgia GIS Clearinghouse advises that all State Agencies plan to proceed in FY08 as they have done in previous years. There is still much work being done to move closer to both the agreement and the necessary infrastructure to support each State Agency and the Georgia GIS Clearinghouse for access to the applications that will be made available.

Some examples of points still in review are the need to provide for application maintenance if state funding for the GIS-ELA goes away. The need for at least one year of maintenance support post the contract being dissolved is necessary to protect all current and potential users of the GIS-ELA. A second point being reviewed is the need to have an accurate base line of what the State Agencies and RDC currently have such that we can accurately track the increased footprint and plan for future needs of the GIS-ELA contract. Some of these points in review will require some monetary input from each state agency. At this point we are not sure what that will be.

The goal is to make this a successful long term offering to the state agencies and RDC and to build from this for other state entities. At this time it may not be until June or July that a final agreement is reached at which time the individual Agency and RDC agreements will begin. Until we know the final costing and components of the contract moving forward with the agreements would be premature.

OVERVIEW

In an effort to update the Georgia GIS Clearinghouse data holdings from both a spatial and metadata perspective the Georgia GIS Clearinghouse will host a GIS Enterprise License Agreement (GIS-ELA) and make it available to those State Agencies and Regional Commissions who meet the requested minimum submissions.

The ELA is with ESRI and includes unlimited access to the following designated ESRI software products.



Desktop Software: ArcInfo, ArcEditor, ArcView, ArcReader

Desktop Extensions: ArcGIS Spatial Analyst, ArcGIS 3D Analyst, ArcGIS Network Analyst, ArcGIS Geostatistical Analyst, ArcGIS Publisher, ArcPress for ArcGIS, ArcScan for ArcGIS, and Maplex for ArcGIS

Server Software: ArcGIS Server

Server Extensions: Network Analyst, 3D Analyst, Spatial Analyst

Developer Software: ArcGIS Engine

The conditions of the ELA with ESRI include several administrative actions for the Georgia GIS Clearinghouse to manage including:

- 1) The Georgia GIS Clearinghouse and designated Agencies/RDCs will provide Tier 1 support. This includes software installation, user 'How To' and internal connectivity to databases and data holdings.
- 2) The Georgia GIS Clearinghouse will limit Tier 2 and Tier 3 Support calls to ESRI to 25 persons to be assigned by the Georgia GIS Clearinghouse and managed by the GA GIS Clearinghouse.
- 3) The Georgia GIS Clearinghouse will manage which agency has what licenses.
- 4) The Georgia GIS Clearinghouse will keep a primary point of contact (POC) for each agency.



AGENCY AND RDC ACCESS THE GIS-ELA

A GIS-ELA Agreement will be created with each Agency/RDC and the Georgia GIS Clearinghouse that will clearly define both the given Agency/RDC responsibilities and the Georgia GIS Clearinghouse responsibilities. Examples of Agency/RDC elements are point of contact, if this will be a Support Point of Contact, who at the agency will be eligible for software download and distribution, and what data and metadata will be provide. Examples of Georgia GIS Clearinghouse elements include what software will be available for download and how it will be distributed.

To accurately build the GIS-ELA Agreement the Georgia GIS Clearinghouse will meet with each of the Agencies known to currently have ESRI software as listed in Table 1 and work together to verify what datasets if any a given agency currently supports on the clearinghouse, decide if this data is the best available, review metadata provided and together create an agreement between the agency and the Georgia GIS Clearinghouse for data to be provided for access to the ELA.

The Georgia GIS Clearinghouse team is currently working on an Implementation Plan for the redesign of the site. This redesign will impact what information will be needed by each Agency, metadata requested and possibly a few other factors that will be gathered in the Agreement. The plan presently has Agency/RDC meetings beginning in March 2007. The point of contact currently listed with ESRI will be the starting point for setting meetings. This being said if you know that your contact information with ESRI is out of date please contact Natalie Culpepper (nculpepper@esri.com) or Sonny Beech sbeech@esri.com to update this information over the next 30 days.



Table 1. ESRI Licensed Agencies/RDCs	
Customer Name	Department
GEORGIA FORESTRY COMMISSION	DATA PROCESSING DEPT
GEORGIA NATIONAL GUARD	4TH WEAPONS OF MASS DESTRUCTION
MUNICIPAL ELECTRIC AUTHORITY OF GEORGIA	POWER
STATE OF GEORGIA	BUREAU OF INVESTIGATION
	COMMUNITY AFFAIRS DEPT
	COMMUNITY HEALTH DEPT
	DEPT OF NATURAL RESOURCES
	DHR DISTRICT 1 UNIT 1
	EDUCATION DEPT
	EMERGENCY MANAGEMENT AGENCY
	EMERGENCY MEDICAL SERVICES
	ENVIRONMENTAL PROTECTION DIVISION
	HEALTH PLANNING DIV
	HUMAN RESOURCES DEPT
	LABOR DEPT
	NATURAL RESOURCES DEPT
	OFFICE OF PLANNING & ANALYSIS
	PORTS AUTHORITY
	PUBLIC HEALTH DEPT
	PUBLIC HEALTH DIV
	SOUTHWEST HEALTH DISTRICT 8
	TECHNOLOGY AUTHORITY
	TRANSPORTATION DEPT
	WEST CENTRAL HEALTH DISTRICT
SOUTHEAST GEORGIA REGIONAL	DEVELOPMENT CTR
NORTHEAST GEORGIA REGIONAL	DEVELOPMENT CENTER
ATLANTA REGIONAL COMMISSION	
CENTRAL SAVANNAH RIVER AREA	REGIONAL DEVELOPMENT CENTER
SOUTH GEORGIA REGIONAL	DEVELOPMENT CENTER
SOUTHWEST GEORGIA REGIONAL	DEVELOPMENT COUNCIL
LOWER CHATTAHOOCHEE	REGIONAL DEVELOPMENT CENTER
GEORGIA MOUNTAINS REGIONAL	DEVELOPMENT CENTER
MIDDLE GEORGIA REGIONAL	DEVELOPMENT CENTER
NORTH GEORGIA REGIONAL	DEVELOPMENT CENTER
COASTAL GEORGIA REGIONAL	DEVELOPMENT CENTER
MIDDLE FLINT REGIONAL	DEVELOPMENT CENTER
MCINTOSH TRAIL REGIONAL DEVELOPMENT	CENTER



PHASES - TIMELINE

Phase I of the GIS-ELA will be to stand up the administrative process of the program and build agreements with all agencies on the known ESRI license list. The goal is to have this accomplished between July –December of 2007. Go live January 2008.

Phase II will be to market to other Agencies who may have need for GIS application use and who would in time be able to provide desired data to the GA GIS Clearinghouse.

Phase III will be to monitor and refine program, incorporate lessons learned and apply redesign as necessary. Provide necessary reporting to ESRI.

Phase IV will be to prepare to roll out GIS-ELA to County Governments. Create Agreements with 50 Counties.

Phase V will be to prepare to roll out GIS-ELA to Local Governments. Create Agreements with another 20 local governments.

REMAINING ISSUES

The contract between GTA and ESRI is still being negotiated. There are several areas that GTA requires resolution on prior to moving forward with the contract. These include continued maintenance support for 1 year beyond termination of contract for all documented software and a limit to the amount the contract can increase at any point.

Beyond the ESRI contract GTA wants to ensure that the ELA is managed properly. A concern for the agreement is that licenses will be deployed and not tracked and never closed even when not in use such that when it is time to review and renew the contract with ESRI it will appear that the State has many more licenses than are actually being utilized and the contract amount will exceed what is budgeted.

