

## Sole Source Justification Form

Bulletin Reference Number

20-448DOIT-INFOT-B-10219

Requesting Agency/University

DoIT

### Sole Source Justification Form - Part I

#### Section I - General Information

Department/Bureau/Section: DoIT VMO Procurement

Need Identified Date:

Sep 6, 2019

Supply/Service Need By Date:

Sep 29, 2019

Project Title: JPMC - ESRI GIS Products and Maintenance

Vendor: Environmental Systems Research Institute

Provide a description of the supplies or services required:

Establish a JPMC Master Contract with Environmental Systems Research Institute (ESRI) to enable governmental units, and qualified not-for-profit agencies to purchase ESRI GIS Products and Maintenance services.

Value: Estimated

Value of Initial Term, this Change Order or Amendment:

1,800,000

Will this Sole Source amend a Professional or Artistic Services contract? ☐ Yes ☒ No

\*Sole Source may not be used for amendments for Professional or Artistic Services if the amendment would increase the value by more than 5% of the initial award or extend the term by more than 60 days.

Type: New Sole Economically Feasible Source

#### Section II - Proposed Term

☐ One-Time Purchase ☒ Term Contract

Estimated Contract Begin Date: Sep 29, 2019

Estimated Contract End Date: Sep 28, 2020

Number of Potential Renewals: 0

Length of Each Renewal in Months: 0

Total Value of All Renewals: 0

If a Term Contract, does the term, including renewals, exceed 12 months? ☐ Yes ☒ No

#### Section III - Funding Source

Select the type of funding to be used (Check all that apply): ☒ State Appropriate Funds ☐ Federal Funds ☐ Other (Explain):

#### Section IV - Sole Source Justification

This purchase is economically only available from a single source primarily because it is: (If "Other" explain in one sentence)

Items are Copyrighted or Patented and the Items are Only Available from the Holder

Are there secondary justification(s) for this sole source? ☒ Yes ☐ No

Another justification that this purchase is only available from a sole source is because it is:

Software License/Upgrade/Maintenance

Another justification that this purchase is only available from a sole source is because it is:

Compatibility of Equipment, Accessories, Replacement Parts or Service

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### Section V - Purchase History

Has the Agency or University Purchased these supplies or services in the past? ☒ Yes ☐ No

Term	Term From	Term To	Value	Description	Contract Number	Type
1	Jul 1, 2019	Sep 28, 2019	110,750	ESRI 90 Day Emergency - P-10932	CMT8P00697A	Emergency
2	Feb 22, 2018	Jun 30, 2019	7,593,645.5	ESRI Master thru 6/30/19 - P-697	CMT8P00697	Sole Source
3	Aug 22, 2017	Feb 21, 2018	250,000	ESRI Master thru 02/21/18- PBC 105797	DIT8057970	Sole Source
4	Jul 1, 2017	Aug 21, 2017	125,000	ESRI 90 Day Emergency - PBC 107282	DIT8072820	Emergency
5	Jul 1, 2016	Jun 30, 2017	500,000	ESRI Statewide Master - PBC 97264	CMS7972640	Sole Source
6	Jul 1, 2015	Jun 30, 2016	250,000	ESRI Master Renewal - PBC 91568	CMS2587800-B	Renewal
7	Jul 1, 2014	Jun 30, 2015	250,000	ESRI Master Renewal - PBC 85700	CMS2587800-A	Renewal
8	Jul 1, 2011	Jun 30, 2014	750,000	ESRI Master - PBC 58780	CMS2587800	Sole Source
9	Jul 1, 2010	Jun 30, 2011	400,000	ESRI Master Renewal - PBC 52004	CMS042750A	Renewal
10	Jul 1, 2009	Jun 30, 2010	5,000,000	ESRI Master - PBC 42750	CMS042750	Sole Source

If more than 10, or if other comments, explain:

07/1/08 - 06/30/09 - \$2,500,000 ESRI Master Renewal - PBC 32894 CMS826273A  
 07/1/07 - 06/30/08 \$400,000 ESRI Sole Source P-697 CMS8262730  
 07/1/06 - 06/30/07 \$150,000 ESRI Master Renewal - PBC 16912 CMS5009100A Renewal  
 06/27/06 - 06/27/06 \$0 ESRI Master Amendment - PBC 16938 CMS6009100A Amendment  
 07/1/05 - 06/30/06 \$200,000 ESRI Master PBC 910 CMS5009100 Sole Source  
 State of Illinois has procured contracts for the ESRI sole source products for over 12 years for it's on going needs

### Section VI - Business Rationale

1. Provide a detailed explanation of the need for the supplies or services:

Establish a JPMC Master Contract with Environmental Systems Research (ESRI) for the purchase of their sole source GIS products and maintenance. Multiple agencies have the need for on going maintenance, support and additional licensing for growth beyond the current contract end date of 09/28/19.

ESRI GIS licenses are used by a variety of agencies to capture, manage, analyze, and display all forms of geographically referenced information. Agencies perform resource management, logistics, planning, transport, surveying and demographic studies. IDOT utilizes it for road and highway planning and surveying. DNR utilizes it to survey and analyze lakes, rivers and waterways, etc. Maintenance is required to ensure the GIS software applications are working properly and providing the needed information from all user agencies.

2. Provide a list and describe in detail the specifications required to satisfy the need:

Statewide Master contract with ERSI for proprietary GIS related products, maintenance and support. All items listed on the ESRI MPA Price List provided by ERSI will be available on the resulting contract. ESRI GIS products are only available directly through ERSI as a sole source and not available through reseller channels.

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3. Provide detail explaining the justification selected in Section IV to explain why the requested supplies or services are the only ones available that can satisfy the agency or university requirements?

The proprietary ESRI GIS related products utilized by numerous state agencies are only available through ESRI. In addition the State of Illinois DoIT has standardized the ESRI GIS product for use by throughout the state and there are no current plans to replace and/or to make significant costly changes (both time and money) to multiple agency critical applications (96 in total) to integrate with another GIS vendor. There are other GIS vendors in the marketplace, but the cost of converting all current user platforms to a new GIS product would be extremely cost prohibitive. DoIT estimates the cost of converting the state GIS platforms to a new vendor at roughly \$8,300,000, which doesn't include the cost of the new software and support.

4. What are the unique features of the supplies or services that are not available in any other product or by any other vendor? Provide specific quantifiable factors/qualifications:

The GIS related products currently utilized by the state are only available through ESRI direct (no resellers). The ESRI product has been the State standard for GIS mapping software since 2005. Converting to a different vendor GIS solution will require a substantial investment of time and money to convert the state's systems to a new provider's GIS product. In addition to the cost of conversion there will be a significant increase in existing costs for some years with overlap of paying for two separate GIS infrastructures (existing and new vendor) until all applications are converted. At this point the State has no immediate plans for converting the 96 existing applications away from the ESRI GIS products.

5. Has the Agency or University considered alternative supplies or services to satisfy their need? ☐ Yes ☒ No

5a. If no, why weren't alternatives evaluated?

At this time DoIT is not prepared to incur the cost of replacing the existing ESRI GIS standard. However DoIT has recently undertaken the Application Rationalization initiative which will begin to map the importance of applications to the business as well as the future disposition (replacement, enhancements, replacement and retirement). This initiative should give better clarity in terms of defining the road map for these types of applications that could allow alignment with more competitive procurements in the future.

6. Are there resellers or distributors?

☐ Yes ☒ No ☐ N/A

7. What efforts were made to get the best possible price (i.e. did the agency/university negotiate) and how did you determine the price for this purchase is considered fair and reasonable?

The price points previously shared by ESRI have not changed much over the years. The current contract ESRI pricing for FY19 shows no increase from the price list of the previous contract in FY18. Since the ESRI GIS products we need are sole source we are unable to attain these products via resellers. DoIT's estimated spend under this contract is \$1,800,000. However, the resulting contract will be a JPMC indefinite quantity contract and will not contain a not to exceed amount.

8. Will this purchase obligate the State to this vendor for future purchases such as maintenance, licensing or continuing need?

☐ Yes ☒ No

9. What will be the financial or other impact to the State if this sole source is not approved and a competitive bid is required?

The impact of switching to another vendor GIS product would be monumental, both in terms of time and money. In addition to possible new investments in another vendor product, there would be significant impact to re-writing applications and interfaces that currently exist from State Agencies critical business systems. In a survey of 5 agencies (DOT, DNR, EPA, DPH and ISP), that have 96 applications dependent on ESRI GIS; 59 of those applications have been estimated to cost approximately \$8,300,000 for conversion (these costs do not include the costs of the possible replacement GIS platform which would be both software and hardware components); 37 of those agencies applications have stated that it is not possible to either calculate the cost to convert or that converting may not be feasible based on integration into federal systems built on the ESRI GIS platform. These lists are not all inclusive of all the GIS usage agencies but it gives a fairly good example as to how large the impact of switching off of the ESRI products could be to the State of Illinois.

10. Is there any additional information you would like to add to justify this sole source?

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### Section VII

#### Requesting Department Signature Required

I know and understand the contents of this Sole Source Justification and attest that all statements are true and correct and the fairness and reasonableness of the price was adequately confirmed.

Requesting Department Representative

Lori A. Andrews CPPB

Phone Number

217-557-3611

Date

9-11-19

Printed Name

Lori A. Andrews, CPPB

E-mail Address

lori.andrews@illinois.gov

#### State Agency Bureau/Division Head or University Purchasing Director Approval and Signature Required

I know and understand the contents of this Sole Source Justification and attest that all statements are true and correct and the fairness and reasonableness of the price was adequately confirmed. (All prior form fields will lock once this e-signature is completed)

Agency Bureau/Division Head or University  
Purchasing Director and Not a Designee

Dante Watson

Digitally signed by  
Dante Watson  
Date: 2019.09.11 10:43:50  
-0500

Phone Number

217-524-2744

Date

Sep 11, 2019

Printed Name

Dante' Watson

E-mail Address

dante.watson@illinois.gov

#### SPO Approval and Signature Required

☒ I have reviewed and understand the contents of this Sole Source Justification and agree with the State Agency or University determination.

☐ I have reviewed and understand the contents of this Sole Source Justification and do not agree with the State Agency or University determination. As a result, the State Agency or University must explore other sourcing methods to satisfy their need.

State Purchasing Officer Signature

Kylie Dawn Carter

Digitally signed by  
Kylie Dawn Carter  
Date: 2019.09.11 11:34:15 -0500

Phone Number

217-524-1704

Date

9/11/19

Printed Name

Kylie D. Carter

E-mail Address

Kylie.Carter@Illinois.gov

## Sole Source Justification Form

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### Sole Source Justification Form - Part II

#### Section I - General Information

Project Title

Vendor

Initial Date of Procurement Bulletin Posting

Was a Sole Source hearing held per 30 ILCS 500/20-25?

- ☐ Yes - Complete Section II and III below (Section II will only be visible when this option is selected)
- ☐ No - Section II not required, go to Section III below

#### Section III - CPO Approval and Signature Required

- ☐ Based on my review, I authorize the Agency/University to proceed in accordance with the published Notice referenced above.
- ☐ Based upon my review, I authorize the Agency/University to proceed with the following Changes.
- ☐ Based on my review, the Agency/University is not authorized to proceed with this sole source as presented and my recommendation is that it be cancelled.
- ☐ Other

CPO Signature

CPO Phone

Printed Name

Date

CPO E-mail



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### Sole Source Justification Form - Part II

#### Section I - General Information

Project Title

JPMC - ESRI GIS Products and Maintenance

Vendor

Environmental Systems Research Institute

Initial Date of Procurement Bulletin Posting

Aug 14, 2019

Was a Sole Source hearing held per 30 ILCS 500/20-25?

☐ Yes - Complete Section II and III below (Section II will only be visible when this option is selected)

☒ No - Section II not required, go to Section III below

#### Section III - CPO Approval and Signature Required

☒ Based on my review, I authorize the Agency/University to proceed in accordance with the published Notice referenced above.

☐ Based upon my review, I authorize the Agency/University to proceed with the following Changes.

☐ Based on my review, the Agency/University is not authorized to proceed with this sole source as presented and my recommendation is that it be cancelled.

☐ Other

CPO Signature



CPO Phone

217-558-2231

Printed Name

Ellen H. Daley

Date

9.25-19

CPO E-mail

Ellen.H.Daley@illinois.gov



## Master Blanket Purchase Order 20-448DOIT-ADMIN-P-13130

<b>Purchase Order Number:</b>	20-448DOIT-ADMIN-P-13130	<b>Release Number:</b>	0	<b>Short Description:</b>	JPMC - ESRI GIS Products and Maintenance SOLE SOURCE
<b>Status:</b>	3PS - Sent	<b>Purchaser:</b>	Amy Turner	<b>Receipt Method:</b>	Quantity
<b>Fiscal Year:</b>	2020	<b>PO Type:</b>	Blanket	<b>Minor Status:</b>	
<b>Organization:</b>	DoIT - Department of Innovation and Technology				
<b>Department:</b>	INFOTECH448 - Information Technology	<b>Location:</b>	AB004 - ALL Locations	<b>Type Code:</b>	Sole Source Procurements
<b>Alternate ID:</b>		<b>Entered Date:</b>	10/03/2019 10:36:17 AM	<b>Control Code:</b>	
<b>Days ARO:</b>	10	<b>Retainage %:</b>	0.00%	<b>Discount %:</b>	0.00%
<b>Print Dest Detail:</b>	If Different				
<b>Catalog ID:</b>		<b>Release Type:</b>	Direct Release	<b>Pcard Enabled:</b>	No
<b>Contact Instructions:</b>		<b>Tax Rate:</b>		<b>Actual Cost:</b>	\$0.00
<b>Agency Reference Number:</b>	CMT0129630				
<b>Bulletin Reference Number:</b>	B-10219				
<b>Publication Date:</b>	09/11/2019				
<b>Special Procurement Type:</b>	Sole Source				
<b>Is this a Small Business Set Aside Procurement?:</b>	No				
<b>Are there any items on this PO on the current CPO Approved ICI List?:</b>	No				
	09/29/2019				



**Actual Contract****Begin Date:****Actual Contract End  
Date:** 09/28/2020**Date Contract  
Executed:** 09/27/2019**Number of Renewals  
(number of times  
you can renew):****Fiscal Year of  
Obligation:** 2020**Master Contract?:** Yes**Original/ Old  
Contract/PO  
Number:** CMT0129630**Subcontractor  
Utilization:** No**Subcontractor  
Disclosed?:** No**Travel Indicator:** No**Fixed Price?:** No**Advanced Payment?:** No**Incoterm Key:****Incoterm Location  
(City):****Usage % Alert:****Validity Alert (Days):****SAP Vendor Number:** 9001016534**Full SAP Contract  
Value:** \$1,800,000.00**No-Cost Contract?:** Yes**Release Begin Date:****Release End Date:****Is there a BEP/VBP  
Participation Goal? :****BEP Goal Percentage:** 0.00000**VBP Goal Percentage:** 0.00000**Award Amount  
(including initial  
term plus Renewals):** \$1,800,000.00

**Agency Attachments:** [ESRI SSIF - EXECUTED-SIGNED.pdf](#)  
[ESRI Sole Source Hearing Details-1.docx](#)  
[B-10219 SSIF Part II Signed.pdf](#)

**Vendor Attachments:**

**Vendor:** [V00007391 - Environmental Systems Research Institute, Inc.](#)  
 380 New York Street  
 Redlands, CA 92373  
 US  
 Email: bids@esri.com  
 FAX: (909)307-5953

**Payment Terms:** NA

**Shipping Method:**

**Freight Terms:**

<a href="#">Vendor ID</a>	<a href="#">Vendor Name</a>	<a href="#">Preferred Delivery Method</a>	<a href="#">Vendor Distributor Status</a>
<a href="#">V00007391</a>	Environmental Systems Research Institute, Inc.	Email	Active

**Master Blanket/Contract Begin Date:** 09/29/2019 **Master Blanket/Contract End Date:** 09/28/2020

**Cooperative Purchasing Allowed:** Yes

Organization	Department	Dollar Limit	Dollars Spent to Date	Minimum Order Amount
402AGE - AGE - Aging	AGY - Agency Umbrella Master Control	\$0.00	\$0.00	\$0.00
448DOIT - DoIT - Department of Innovation and Technology	AGY - Agency Umbrella Master Control	\$0.00	\$0.00	\$0.00
466MIL - MIL - Military Affairs	AGY - Agency Umbrella Master Control	\$0.00	\$0.00	\$0.00
493ISP - ISP - Illinois State Police	AGY - Agency Umbrella Master Control	\$0.00	\$0.00	\$0.00
494DOT - DOT - Transportation	AGY - Agency Umbrella Master Control	\$0.00	\$0.00	\$0.00
551HDA - HDA - Housing Development Authority	AGY - Agency Umbrella Master Control	\$0.00	\$0.00	\$0.00
557THA - THA - Toll Highway Authority	AGY - Agency Umbrella Master Control	\$0.00	\$0.00	\$0.00
560IFA - IFA - Illinois Finance Authority	AGY - Agency Umbrella Master Control	\$0.00	\$0.00	\$0.00
592SFM - SFM - State Fire Marshal	AGY - Agency Umbrella Master Control	\$0.00	\$0.00	\$0.00

**Print Sequence # 1.0, Item # 1:** ArcGIS Desktop Advanced Concurrent Use License

3PS - Sent

NIGP 208-82  
 Code: Scientific, Statistical, Engineering, Mathematical, and Mapping Software, Including Photogrammetry, Microcomputer

Receipt Method	Qty	Unit Cost	UOM	Discount %	Total Discount Amt.	Tax Rate	Tax Amount	Total Cost
Quantity	0.0	\$8,415.00	EA - Each	0.00	\$0.00		\$0.00	\$0.00

Manufacturer: Brand: Model:

Make: Packaging:

Additional NIGP  
 Code:

SAP  
 Material/Service  
 Master Number:

Item Target  
 Value:

**Print Sequence # 2.0, Item # 2:** ArcGIS Desktop Standard Concurrent Use License

3PS - Sent

NIGP 208-82  
 Code: Scientific, Statistical, Engineering, Mathematical, and Mapping Software, Including Photogrammetry, Microcomputer

Receipt Method	Qty	Unit Cost	UOM	Discount %	Total Discount Amt.	Tax Rate	Tax Amount	Total Cost
Quantity	0.0	\$5,950.00	EA - Each	0.00	\$0.00		\$0.00	\$0.00

Manufacturer: Brand: Model:

Make: Packaging:

Additional NIGP  
 Code:

SAP  
 Material/Service  
 Master Number:

Item Target  
 Value:

**Print Sequence # 3.0, Item # 3:** Primary Maintenance for ArcGIS Desktop Advanced Concurrent Use License 3PS - Sent

NIGP 208-82  
Code: Scientific, Statistical, Engineering, Mathematical, and Mapping Software, Including Photogrammetry, Microcomputer

Receipt Method	Qty	Unit Cost	UOM	Discount %	Total Discount Amt.	Tax Rate	Tax Amount	Total Cost
Quantity	0.0	\$3,000.00	EA - Each	0.00	\$0.00		\$0.00	\$0.00

Manufacturer: Brand: Model:

Make: Packaging:

Additional NIGP  
Code:

SAP  
Material/Service  
Master Number:

Item Target  
Value:

**Print Sequence # 4.0, Item # 4:** Secondary Maintenance for ArcGIS Desktop Advanced Concurrent Use License 3PS - Sent

NIGP 208-82  
Code: Scientific, Statistical, Engineering, Mathematical, and Mapping Software, Including Photogrammetry, Microcomputer

Receipt Method	Qty	Unit Cost	UOM	Discount %	Total Discount Amt.	Tax Rate	Tax Amount	Total Cost
Quantity	0.0	\$1,200.00	EA - Each	0.00	\$0.00		\$0.00	\$0.00

Manufacturer: Brand: Model:

Make: Packaging:

Additional NIGP  
Code:

SAP  
Material/Service  
Master Number:

Item Target  
Value:

NIGP Code:

208-82  
Scientific, Statistical, Engineering, Mathematical, and Mapping Software, Including Photogrammetry, Microcomputer

Receipt Method	Qty	Unit Cost	UOM	Discount %	Total Discount Amt.	Tax Rate	Tax Amount	Total Cost
Quantity	0.0	\$1,500.00	EA - Each	0.00	\$0.00		\$0.00	\$0.00

Manufacturer:

Brand:

Model:

Make:

Packaging:

Additional NIGP Code:

SAP Material/Service Master Number:

Item Target Value: