



SOLE SOURCE LETTER

Environmental Systems Research Institute, Inc. (Esri)

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DATE: 01/19/2012

TO: To Whom It May Concern

FROM: Jackie Ricks, Esri Contracts and Legal Services

RE: Esri Sole Source Justification for Geographic Information System Software

This letter confirms that Esri, as owner and manufacturer, is the sole-source provider of **software maintenance** (technical support plus Esri software updates/upgrades) for Esri products.

Esri is the sole-source provider of the following Esri products in the commercial, state, and local government marketplace:

ArcGIS ArcEditor; ArcGIS ArcInfo; ArcGIS Server and extensions; ArcInfo Workstation and extensions; Esri Developer Network (EDN) subscriptions; MOLE; Esri Production Mapping, Esri Defense Mapping, Esri Aeronautical Solution, and Esri Nautical Solution; and certain proprietary training courses.

In an effort to support diversity in federal contracting, Esri has authorized certain small and/or disadvantaged companies (see GSA Advantage! for details) as resellers of Esri products to eligible entities purchasing under a GSA Schedule, including the following products otherwise available only from Esri:

ArcGIS ArcEditor; ArcGIS ArcInfo; ArcGIS Server and extensions; Esri Production Mapping, Esri Defense Mapping, Esri Aeronautical Solution, and Esri Nautical Solution; and certain Esri instructor-led training courses.

Esri distributes certain software licenses, *excluding those listed above*, through open-market value-added resellers and distributors.

If you have further questions, please contact me at 909-793-2853, extension 1-1990.

Sincerely,

A handwritten signature in blue ink that reads "Jackie Ricks". The signature is written in a cursive style with a large initial "J".

Jackie Ricks