



REPORT

TO: Mayor Lawlor and Members of Council

FROM: Josh Wright, Geomatics Program Supervisor – Information Technology Services

DATE: August 14, 2023

REPORT NO.: CS-2023-026

SUBJECT: Award of Single Source Contracts for the ESRI Canada Ltd., Small Local Government Enterprise License Agreement (SLG-ELA); and for the VertiGIS North America Ltd., Small Local Government Enterprise License Agreement

RECOMMENDATION:

THAT Report No. CS-2023-026 dated August 14, 2023 regarding Award of Single Source Contracts for the ESRI Canada Ltd., Small Local Government Enterprise License Agreement (SLG-ELA); and for the VertiGIS North America Ltd., Small Local Government Enterprise License Agreement be received;

AND FURTHER THAT ESRI Canada Ltd, 12 Concorde Place, Suite 900, Toronto, Ontario be awarded the Single Source Contract for the ESRI Canada Ltd., Small Local Government Enterprise License Agreement (SLG-ELA) for a total of three (3) years in the amount of \$221,490 plus applicable taxes;

AND FURTHER THAT VertiGIS North America Ltd. (formerly Latitude Geographics Group Ltd.), North America Ltd., 300 – 1117 Wharf St., Victoria, BC, be awarded the Single Source Contract for the VertiGIS Ltd., Small Local Government Enterprise License Agreement for a total of three (3) years in the amount of \$87,450 plus applicable taxes;

AND FURTHER THAT the Manager of Purchasing be authorized to issue a purchase order to ESRI Canada Ltd. for the ESRI Canada Ltd. SLG-ELA, in the amounts \$71,660 in Year 1, \$73,810 in Year 2, and \$76,020 in Year 3 of a three (3) year licensing agreement for a total commitment of \$221,490 plus applicable taxes;

AND FURTHER THAT the Manager of Purchasing be authorized to issue a purchase order to VertiGIS North America Ltd. for the VertiGIS Ltd. SLG-ELA, in the amounts of

\$29,150 in each year of a three (3) year licensing agreement for a total commitment of \$87,450 plus applicable taxes.

KEY POINTS:

The following are key points for consideration with respect to this report:

- There are significant and long-term efforts invested in developing a geospatial platform that supports numerous business units and functions;
- There are requirements for continuity of services and capabilities;
- There is seamless integration of the ESRI and VertiGIS products;
- The proprietary nature of software, such that competitive pricing cannot be obtained.
- According to the purchasing policy, a single source purchase greater than \$50,000 (including tax) must be approved by Council; and
- An inclusive list of these exceptions to the competitive bid process may be found within the Purchasing Policy (PLCY-2022-0003) – Schedule I.

BACKGROUND AND DISCUSSION:

Information Technology Services staff are seeking authorization to renew existing agreements with ESRI Canada Ltd. as well as VertiGIS North America Ltd. for the provision of Geographic Information Systems (GIS) software and support services.

ESRI Canada Ltd. (ESRI), the Canadian distributor of ESRI Global Inc. and the industry leading GIS software vendor, with associated training, consulting, and support services, has been supplying GIS products and services to the Town for over twenty (20) years. VertiGIS North America Ltd., is a Platinum Business Partner of ESRI, and has been providing software and services to the Town since 2012.

STRATEGIC PLAN ALIGNMENT:

This report aligns to the Town's Strategic plan recognizing the value to provide responsive, effective municipal government and strong leadership in the effective and efficient delivery of municipal services.

This report also identifies shaping growth as one of the Town's Strategic priorities.

RELATIONSHIP TO CLIMATE CHANGE:

This report is administrative in nature and does not directly impact or address climate change and the Town's Net Zero target.

PUBLIC ENGAGEMENT:

Public Engagement was not needed as this report is administrative in nature.

INTERNAL CONSULTATION:

Consultation with both vendors and the Director of Information Technology Services has occurred. Bethany Yew Manager of Purchasing Services is in agreement with this award.

FINANCIAL IMPLICATIONS:

This report will be funded through an existing approved budget source.

Reviewed and approved by,

Murray Colquhoun, Director of Information Technology Services

Laura Lancaster, Commissioner of Corporate Services

Chris Mills, Chief Administrative Officer