



STATE PROCUREMENT OFFICE
NOTICE & REQUEST FOR SOLE SOURCE

14 APR 16 11:22

STATE PROCUREMENT OFFICE
STATE OF HAWAII

TO: Chief Procurement Officer
FROM: Office of Information Management and Technology
Name of Requesting Department

Pursuant to HRS §103D-306 and HAR chapter 3-122, Subchapter 9, the Department requests sole source approval to purchase the following:

1. Describe the goods, services, or construction to be procured.
The services are comprised of an Enterprise Agreement (EA) for Environmental Systems Research Institute (Esri) Geographic Information System (GIS) software, upgrades, maintenance and support. For details, please see attached.

Table with 2 columns: Vendor/Contractor/Service Provider Name, Amount of Request, Term of contract, Prior SPO-001, Sole Source (SS) No. Includes handwritten entries for ESRI, ENVIRONMENT SYSTEMS RESEARCH INSTITUTE, INC., \$1,350,000.00, and contract dates.

6. Describe in detail the following:
a. The unique features, characteristics, or capabilities of the goods, service or construction.
The Enterprise Agreement for Esri GIS software will include the upgrade of over 200 existing Esri GIS licenses currently held by State agencies to current versions, maintenance and technical support of the software, and unlimited deployment of included software licenses for the term of the contract. It also includes 20 organizational subscriptions to Esri's cloud-based mapping platform, ArcGIS Online. Only Esri offers such an agreement for their software. For details, please see attached.
b. How the unique features, characteristics or capabilities of the goods, service or construction are essential for the department
Please see attached.

7. Describe the efforts and results in determining that this is the only vendor/contractor/service provider who can provide the goods, services or construction.

We have inquired with Esri as to whether there are any resellers or distributors of the included software, and have learned that these products can only be obtained from Esri. Please see the attached letter from Esri stating that only they are able to provide essential elements of the required services.

8. Alternate source. Describe the other possible sources for the goods, services, or construction that were investigated but did not meet the department's needs.

Per the attached letter, there is no other provider or reseller of the components of the Esri Enterprise Agreement (i.e., Esri software and maintenance, ArcGIS Online).

9. Identify the primary responsible staff person(s) conducting and managing this procurement. (Appropriate delegated procurement authority and completion of mandatory training required.)

*Point of contact (Place asterisk after name of person to contact for additional information).

Name	Division/Agency	Phone Number	E-mail Address
KEONE KALI	OIMT	586-1920 x308	keone.kali@hawaii.gov
DEBRA A. GAGNE	SM A13011A OIMT	586-1944	debra.a.gagne@hawaii.gov

Department shall ensure adherence to applicable administrative and statutory requirements, including HAR chapter 3-122, Subchapter 15, Cost or Pricing Data if required.

**All requirements/approvals and internal controls for this expenditure is the responsibility of the department.
I certify that the information provided is to the best of my knowledge, true and correct.**



Department Head Signature

4-14-14

Date

For Chief Procurement Officer Use Only

Date Notice Posted: 4/16/2014

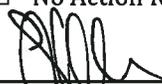
Submit written objection to this notice to issue a sole source contract within seven calendar days or as otherwise allowed from date notice posted to:

state.procurement.office@hawaii.gov

Chief Procurement Officer (CPO) Comments:

Approval is granted for the period 6/1/2014 to 5/31/2017 (three years) and is based on ESRI is the owner and manufacturer of all U.S. domestic Enterprise License Agreements. ESRI is the only source that can grant a right to copy and deploy products in an Enterprise License Agreement. This approval is for the solicitation process only, HRS section 103D-310(c) and HAR section 3-122-112, shall apply (i.e. vendor is required to be compliant on the Hawaii Compliance Express) and award is required to be posted on the Awards Reporting System. Sole source contracts in excess of \$100,000 require cost or pricing data pursuant to HAR chapter 3-122, subchapter 15 and copies of the HCE certificate and awards posting are required to be documented in the procurement/contract file. If there are any questions, please contact Stanton Mato at 586-0566, or Stanton.d.mato@hawaii.gov.

Approved Disapproved No Action Required



Chief Procurement Officer Signature Date 5/8/14

OIMT Sole Source Request – ArcGIS Online for Organizations Subscription, Level 3 with Additional Credits

Question 6. Describe in detail the following:

6.a The unique feature, characteristics, or capabilities of the goods, service or construction.

Only ArcGIS Online for Organizations provides a GIS-aware web-based environment for State agencies to easily collaborate on projects and make their geospatial data available both internally and to the public, with integrated user and content management capabilities. State GIS Users and non-users alike can quickly and easily create web-ready maps and applications using shared GIS data made available by the State GIS Program, or in-house project-related data. With ArcGIS Online, the State will be able to create groups, which can be private or public, and can include members from a particular agency, or from several agencies with interest in a shared topic area (such as Transit Oriented Design, Renewable Energy, or Coastal and Marine Spatial Planning), making collaboration easier. Group members can share agency or project-specific maps and data quickly and easily. Group and content management is an essential capability when implementing an enterprise wide data and mapping system, enabling management and organization of resources (data and maps), encouraging use of authoritative data sources, and implementation of necessary access protocol and security.

6.b How the unique features, characteristics or capabilities of the goods, service or construction are essential for the department.

The vision for GIS at the State of Hawaii as stated in the [OIMT Transformation Plan, Appendix H](#) (attached) is to enable easy access to the highest quality authoritative geospatial information at all levels of the State, to extend spatial visualization and analysis capabilities to non-GIS specialists, to enable mobile technology for field personnel, and to foster enhanced collaboration and better decision making. This will be achieved by implementing a comprehensive Geospatial Platform (geoplatform) that supports the discovery, consumption, and publishing of relevant geospatial information and tools.

ArcGIS Online for Organizations is a key component of the comprehensive geoplatform, serving as the web-based repository that offers immediate access to ready-to-use geospatial services from a hosted, off-premise location. ArcGIS Online for Organizations will include an integrated website, management of data, services, web maps, groups and administrative tools. This move towards a service-oriented architecture (SOA), or more specifically a web-oriented architecture (WOA), will enable information to be published once and used many times, will encourage and support collaboration across agencies, will promote more effective and efficient use of limited resources, will provide economies of scale, and will transform the way geospatial information is shared and used in State government.

Development of the comprehensive geoplatform will also require Esri's desktop and server-based GIS solutions, ArcGIS for Desktop and ArcGIS for Server, respectively. The role of ArcGIS for Desktop is to define and author content (data and maps) that will become the basis for common, reusable spatial services. ArcGIS for Server is a secure, complete, and integrated web-based GIS that provides a standards-based platform upon which the ArcGIS for Desktop can easily produce geospatial content and

capabilities for use across an enterprise. ArcGIS for Server also provides data and services that ArcGIS Online for Organizations can then make available to a broader user community, including the general public. This combination of technologies will enable State agencies to both consume and produce enterprise geospatial services in support of new and existing business processes and workflows.

Question 7. Describe the efforts and results in determining that this is the only vendor/contractor/service provider who can provide the goods, service or construction.

We were not aware of any other vendors that provided the required functionality found in ArcGIS Online for Organizations, so we performed several Google searches using the following search terms/phrases: alternatives to ArcGIS, online mapping, web mapping, collaborative mapping, arcgis online reviews.

The key functionality required is: Ability to easily share/deploy State agency geospatial content in hosted cloud using existing data and services; user management tools (roles, groups) and content management tools (shared folders, ability to share or restrict content to certain groups).

We found the following candidate products (each is listed along with an assessment of any missing functionality)

MangoMap (<http://www.mangomap.com/>)

- Not comparable to ArcGIS Online for Organizations
- Web mapping/editing tool
- Limited number of templates
- Must upload data, doesn't appear to read map/feature services/integrate with AGS
- No User/Content management

GeoCortex (<http://www.geocortex.com/>)

- Not comparable to ArcGIS Online for Organizations
- GeoCortex is an application builder for ArcGIS Server makes creating ArcGIS Server applications easier
- Tool that a programmer or consultant would use to develop applications that will be deployed on AGS.
- No User/Content management

GeoIQ

- Closest to ArcGIS Online for Organizations, but no User management
- Web mapping / analysis tool
- No User management
- May have some content management, does not appear to have user management

- Acquired by ESRI – not a competitor (<http://blog.geoiiq.com/2012/07/10/building-from-the-inside/>)

GeoNode

- Not comparable to ArcGIS Online for Organizations
- Different product – more similar to ArcGIS Server + web mapping tool – runs on a server with a database and webserver (e.g., IIS);
- No User/Content management

OpenGeo

- Suite of products
- Not comparable to ArcGIS Online for Organizations
- Similar to ArcGIS Server + web mapping tool
- No User/Content Management

Question 8. Alternate source. Describe the other possible sources for the goods, services or construction that were investigated but did not meet the department's needs.

Per the attached letter, there is no other provider or reseller of ArcGIS Online for Organizations.