



June 4, 2026

Stacy Gear
Director of GIS
178 Sams St
Decatur, GA 30030

Dear Mr. Gear:

As a follow-up to our meeting today regarding a renewed Enterprise Agreement for DeKalb County, Georgia, I am providing proposed pricing and product rights below.

The Esri Enterprise Agreement (EA) will remain in effect for three (3) years and grant the county access to the Esri products listed below.

Maintenance on all listed software, including maintenance on listed software deployed prior to the Agreement, is included for the term of the EA. This Agreement also includes Licenses that are Annual and will expire at the end of the Agreement.

The Agreement will be effective on November 14th, 2026 and requires a firm three-year commitment.

Although your organization has already deployed a considerable amount of Esri technology, our experience with similar customers indicates there is significant potential to apply GIS in many additional areas within your organization. For these reasons, we believe your organization will greatly benefit from an Enterprise Agreement. An EA offers numerous benefits including:

- A lower cost per unit for licensed software
- Substantially reduced administrative and procurement expenses
- Maintenance on all Esri software identified in this proposal and deployed within the organization
- Complete flexibility to deploy software products when and where needed

Proposed payment terms for the EA, developed to reflect your organization’s anticipated deployment schedule, are as follows:

| | Year 1 | Year 2 | Year 3 | Total |
|---------------|-------------|-------------|-------------|--------------------|
| Annual EA Fee | \$1,300,000 | \$1,300,000 | \$1,300,000 | \$3,900,000 |

Esri products and services to which the county will have deployment rights during the term of this agreement include:

EA Products— Esri Flex (formerly Uncapped) *

| Product - Perpetual | Total |
|--|--------------|
| ArcGIS Enterprise: ArcGIS Enterprise (Advanced and Standard) | Esri Flex |
| ArcGIS Enterprise Extensions: ArcGIS 3D Analyst, ArcGIS Data Reviewer, ArcGIS Geostatistical Analyst, ArcGIS Network Analyst, ArcGIS Schematics, and ArcGIS Spatial Analyst | Esri Flex |
| ArcGIS GIS Server: Advanced, Standard, Basic | Esri Flex |
| ArcGIS Enterprise Additional Capability Servers: ArcGIS Image Server, ArcGIS GeoEvent Server | Esri Flex |
| ArcGIS Monitor | Esri Flex |
| ArcGIS Runtime Advanced | Esri Flex |
| ArcGIS Runtime Analysis Extension | Esri Flex |

| Product - Subscription | Total |
|---|--------------|
| ArcGIS Enterprise Contributor (formerly Editor) User Type Annual Subscription | Esri Flex |
| ArcGIS Enterprise Mobile Worker User Type Annual Subscription | Esri Flex |
| ArcGIS Enterprise Creator User Type Annual Subscription | Esri Flex |
| ArcGIS Online Viewer User Type Annual Subscription | Esri Flex |
| ArcGIS Online Contributor (formerly Editor) User Type Annual Subscription | Esri Flex |
| ArcGIS Online Mobile Worker User Type Annual Subscription | Esri Flex |
| ArcGIS Online Creator User Type Annual Subscription | Esri Flex |

*Esri Flex (formerly Uncapped) provides the right to Deploy quantities as needed throughout the term of the Agreement.

The Enterprise Agreement also includes:

EA Products—Capped Quantities

| Perpetual Products | Rolled-In Qty. (if applicable) | Qty. to Be Deployed | Total |
|--|---------------------------------------|----------------------------|--------------|
| ArcGIS Roads and Highways (Location Referencing) for ArcGIS GIS Server Standard or Advanced (Windows Only) Up to Four Cores Perpetual License | 1 | 0 | 1 |
| ArcGIS Roads and Highways (Location Referencing) for ArcGIS GIS Server Standard or Advanced (Windows Only) Up to Four Cores Staging Server Perpetual License | 1 | 0 | 1 |
| ArcGIS Notebook Server Advanced Up to Four Cores Perpetual License | 1 | 0 | 1 |
| ArcGIS Mission Server Up to Four Cores Perpetual License | 1 | 0 | 1 |
| ArcGIS Workflow Manager Server Advanced Up to Four Cores Perpetual License | 0 | 1 | 1 |
| ArcGIS Workflow Manager Server Advanced Up to Four Cores Staging Server Perpetual License | 0 | 1 | 1 |
| ArcGIS Knowledge Server Up to Four Cores Perpetual License | 1 | 0 | 1 |

| Annual Subscription Products | Term 1 | Term 2 | Term 3 |
|--|---------------|---------------|---------------|
| Esri Redistricting (USA Only) for ArcGIS Online Annual Subscription | 1 | 1 | 1 |
| ArcGIS Business Analyst Advanced Online Bundle Annual Subscription | 10 | 10 | 10 |
| ArcGIS Developer Bundle Annual Subscription | 2 | 2 | 2 |
| ArcGIS Hub Premium Unlimited ArcGIS Online Community Population < 1M Annual Subscription | 1 | 1 | 1 |
| ArcGIS Velocity Advanced US Region Annual Subscription | 1 | 1 | 1 |
| Site Scan for ArcGIS Custom 1 Year License (not to exceed 50,000 Images per year) | 1 | 1 | 1 |
| ArcGIS Indoors Maps for ArcGIS Enterprise Annual Subscription | 1 | 1 | 1 |
| ArcGIS Indoors Spaces for ArcGIS Enterprise Annual Subscription | 1 | 1 | 1 |
| ArcGIS Indoors Maps for ArcGIS Enterprise Staging Annual Subscription | 1 | 1 | 1 |
| ArcGIS Indoors Spaces for ArcGIS Enterprise Staging Annual Subscription | 1 | 1 | 1 |
| ArcGIS StreetMap Premium Enterprise USA State Up to Four Cores Annual Subscription | 1 | 1 | 1 |

| | | | |
|--|---|---|---|
| ArcGIS StreetMap Premium for ArcGIS Pro Online USA State Annual Subscription | 1 | 1 | 1 |
|--|---|---|---|

| User Type Products | Term 1 | Term 2 | Term 3 |
|--|-----------------------------------|---------|---------|
| ArcGIS Enterprise | <i>(number of Users per Term)</i> | | |
| ArcGIS Enterprise Professional (formerly Standard) User Type Annual Subscription | 70 | 75 | 80 |
| ArcGIS Enterprise Professional Plus (formerly Advanced) User Type Annual Subscription | 5 | 5 | 5 |
| ArcGIS Advanced Editing User Type Extension for ArcGIS Enterprise Annual Subscription | 100 | 110 | 120 |
| ArcGIS Workflow Manager for ArcGIS Enterprise Creator or Professional User Type Annual Subscription | 20 | 20 | 20 |
| ArcGIS Online (2 Organizational Subscriptions) | <i>(number of Users per Term)</i> | | |
| ArcGIS Online Professional (formerly Standard) User Type Annual Subscription <i>(500 credits per user)</i> | 25 | 30 | 35 |
| ArcGIS Online Professional Plus (formerly Advanced) User Type Annual Subscription <i>(500 credits per user)</i> | 50 | 55 | 60 |
| ArcGIS Workflow Manager for ArcGIS Online Creator or Professional User Type Annual Subscription | 20 | 20 | 20 |
| ArcGIS Data Interoperability for ArcGIS Online Creator, Professional, or Professional Plus, User Type Annual Subscription | 5 | 5 | 5 |
| ArcGIS Image Analyst for ArcGIS Online Creator or Professional User Type Annual Subscription | 25 | 25 | 25 |
| ArcGIS Topographic Mapping for ArcGIS Online Professional or Professional Plus User Type Annual Subscription | 10 | 10 | 10 |
| ArcGIS Roads and Highways (Location Referencing) for ArcGIS Online Professional or Professional Plus User Type Annual Subscription | 5 | 5 | 5 |
| ArcGIS Online Credits; Block of 1,000 | 100 | 100 | 100 |
| ArcGIS Online Service Credits (based on user types listed under Esri Flex) | 118,750 | 156,250 | 192,500 |

The EA also includes the following additional components:

| Additional Benefits | Quantity |
|--|----------|
| Esri International User Conference Registrations | 25 |
| Back-Up Media | 2 |
| Authorized Tier-Two Standard Support Callers | 10 |

Advantage Program: One annual subscription to the Advantage Program.

- This program includes the following components per year for three years:
 - o Up to 100 Advisor hours
 - o Annual one-day Planning Meeting
 - o Technology Webcasts
 - o 100 Learning and Services credits that can apply towards:
 - **Business and Technical Consulting:** Access to a range of industry, business, and technical domain consultants. Get advice and hands-on help from GIS experts, industry specialists, developers, and designers.
 - **Training:** Access to an extensive curriculum of instructor-led training courses as well as client-site training options. A complete list of Esri training facilities and course catalog are available at www.esri.com/training.
 - **Premium Support Services (PSS):** Access to prioritized incident management and all-hours technical support. PSS has been designed to meet the needs of Esri customers who are developing, implementing, or supporting complex, mission-critical GIS applications.
 - **Esri Managed Cloud Services:** Access to a variety of hosting options for the ArcGIS platform that leverage a cloud environment designed to be reliable, cost-effective, and secure.
- Unused Learning and Services credits will expire 24 months from their purchase date, or one month after the expiration of the program, whichever is first. Learning and Services credits are a flexible way for your organization to receive focused technical enablement support. These credits are not intended for use on project-specific professional services. Any project-related activities requiring Esri Project Services support will be scoped, budgeted, and scheduled outside of the Advantage Program. You can find more information about the Advantage Program at www.esri.com/services/eeap.
- Any activities proposed to be completed under the Advantage Program would be subject to review and approval by Esri to ensure alignment with the intent of the Advantage Program.
- At time of renewal, Esri reserves the right to update Advantage Program (AP) terms to reflect the latest program offering.

Esri Premium Support Services (PSS): One annual PSS subscription with a total of two authorized callers and unlimited premium support cases. PSS gives your organization the convenience of prioritized case management and personalized technical support for Esri customers. Premium Support Services complement and extend existing standard technical support options by providing focused industry-centric support. The PSS program has been designed to meet the needs of Esri customers who are developing, implementing, or supporting complex, mission-critical GIS applications. With the Premium Support Services program, your organization will benefit from the highest level of technical support that Esri offers.

- PSS key components include:
 - o An assigned Technical Account Manager who acts as your organization's liaison within Esri Support Services and across Esri departments
 - o 24/7/365 case response and work clock
 - o Prioritized case management
 - o One-hour response time for all reported PSS issues
 - o Daily status updates for all PSS cases
 - o Premium access to the My Esri Portal
 - o Quarterly review of PSS cases and service
 - o Other benefits exclusive to PSS customers
- You can find more information about PSS at <https://support.esri.com/en-us/support-services/premium>

This proposal is valid through August 31, 2026. In order to complete the agreement within this timeframe, I ask that you contact me within the next seven days to work through any questions or concerns you may have.

Esri and DeKalb County, Georgia have a long and rich history working together. I appreciate the opportunity to present you with this proposal, as I believe it will greatly benefit your organization. Thank you very much for your consideration.

Best regards,
Chris Rice
Senior Account Manager