



SOLE SOURCE LETTER

Environmental Systems Research Institute, Inc. (Esri)

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Email: jricks@esri.com

DATE: October 18, 2017

TO: Santa Clara Valley Water District

FROM: Jackie Ricks, Esri Contracts and Legal Services

RE: Sole Source Justification for Enterprise Agreement (EA) and Esri Enterprise Advantage Program (EEAP)

This letter confirms Esri, as owner and manufacturer, is the sole source provider of all U.S. domestic Enterprise Agreements. While some products are available through value-added resellers on a unit priced basis, Esri is the only source that can grant a right to copy and deploy products in an Enterprise Agreement. An EA is a bundled package for licensing software, maintenance, and online services for redistribution within the organization. Esri products are provided with a special grant to copy and deploy specified quantities of capped items and unlimited quantities of items without a cap, during the term of the EA.

Also, Esri is the only company that offers the Esri Enterprise Advantage Program (EEAP) which is a consulting services support, training and premium support offering designed to meet the unique needs of Esri's enterprise GIS customers. The program offers customers focused account and technical management, a flexible spending program for consulting services support, training and premium support services, plus other exclusive advantages.

If you have further questions, please feel free to call me at our Contracts and Legal Services Department at 909-793-2853, extension 1990.

Kind regards,

A handwritten signature in blue ink that reads "J. Ricks". Below the signature, the name "Jackie Ricks" is printed in a small, black, sans-serif font.

Jackie Ricks

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