



Small Government and Small Utility Enterprise License Agreements

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Local Government *Challenges*



Small Utilities

Challenges



GIS in Local Government and Small Utilities

Endless Opportunities



GIS in Local Government and Small Utilities

Delivering an Organization Wide Solution



SGELA Program

Key Features

- **Eligibility**
 - Local Governments
 - Up to 100,000 Population
- **One Price – Three Year Term**
 - Unlimited Use
 - Simplified Procurement
 - Consolidated Support



SU-ELA Program

Key Features

- **Eligibility**
 - Gas, Electric, Water and Wastewater Utilities
 - Up to 100,000 Meters or Service Connections
- **One Price – Three Year Term**
 - Unlimited Use
 - Simplified Procurement
 - Consolidated Support



ArcGIS

DESKTOP

ArcInfo

ArcEditor

ArcView

ArcReader

For Authoring & Applying Geographic Knowledge

- Analysis
- Advanced Geoprocessing

- Compilation
- Data Management

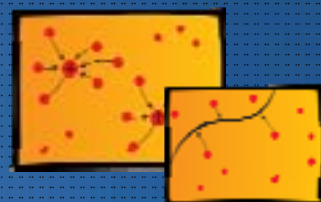
- Mapping
- Using

- View



Extensions

- 9 Commonly Used Extensions Included



SERVER

Advanced

Standard

Basic

Enterprise

Workgroup

Levels of Functionality

Levels of Capacity

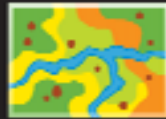
- Data Analysis
- Mobile

- Mapping
- 3D Visualization

- Data Management

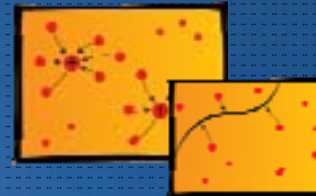
- SQL Server
- Oracle
- DB2
- Informix
- PostgreSQL

- SQL Server Express



Extensions

- 6 Commonly Used Extensions Included



Other

SOFTWARE

ArcIMS

Web Viewer

- Mapping



EDN (1)

Developer Suite

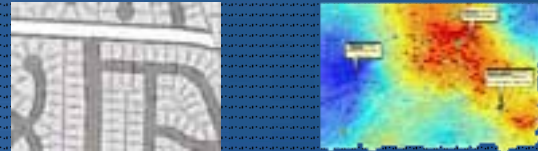
- ArcGIS Engine Development



ArcGIS Engine Runtime

Deploy Custom Clients

- Core Functions
- 6 Extensions Included



SUPPORT

Software
Maintenance

Self-Guided
Help

Instructor-Led
Training

User
Conference

Helping Users Be More Productive

- Tech Support
- Phone
- Web
- Software Updates



- Virtual Campus
- Podcasts
- Web Resources



- 5% Discount
- ESRI Site



- Complimentary Registrations



Optional ADD-ONS

Program Add-Ons

Extensions

Others

Unlimited Use Pricing

- Data Interoperability

- ArcPad



Standard Licenses

Extensions

Others

Individually As Needed

- Tracking Analyst
- Survey Analyst
- ...

- Image Server
- Tracking Server
- ArcLogistics
- Business Analyst
- ...

Partner

ADD-ONS

Many Other Solutions

Azteca

NAVTEQ

Unlimited Use Pricing

• Cityworks

• Street Data



SGELA Eligibility / Pricing

Population Tier Based Pricing

- County
- Parish
- Borough
- City
- Township
- Town
- Village



< 25,000



25,000 to 49,999



50,000 to 100,000

SU-ELA Eligibility / Pricing

Meter or Service Connection Based Pricing

- Gas
- Electric
- Water
- Wastewater



< 10,000



10,001 – 49,999



50,000 – 100,000

Benefits

- Flexible deployment at a fixed price
- Cost standardization
- Reduced administrative costs
- Eliminates cost and time of incremental purchases
- Removes uncertainty over access to software and fluctuating budgets
- Ensures access to current software and support
- Ability to capitalize on GIS investment



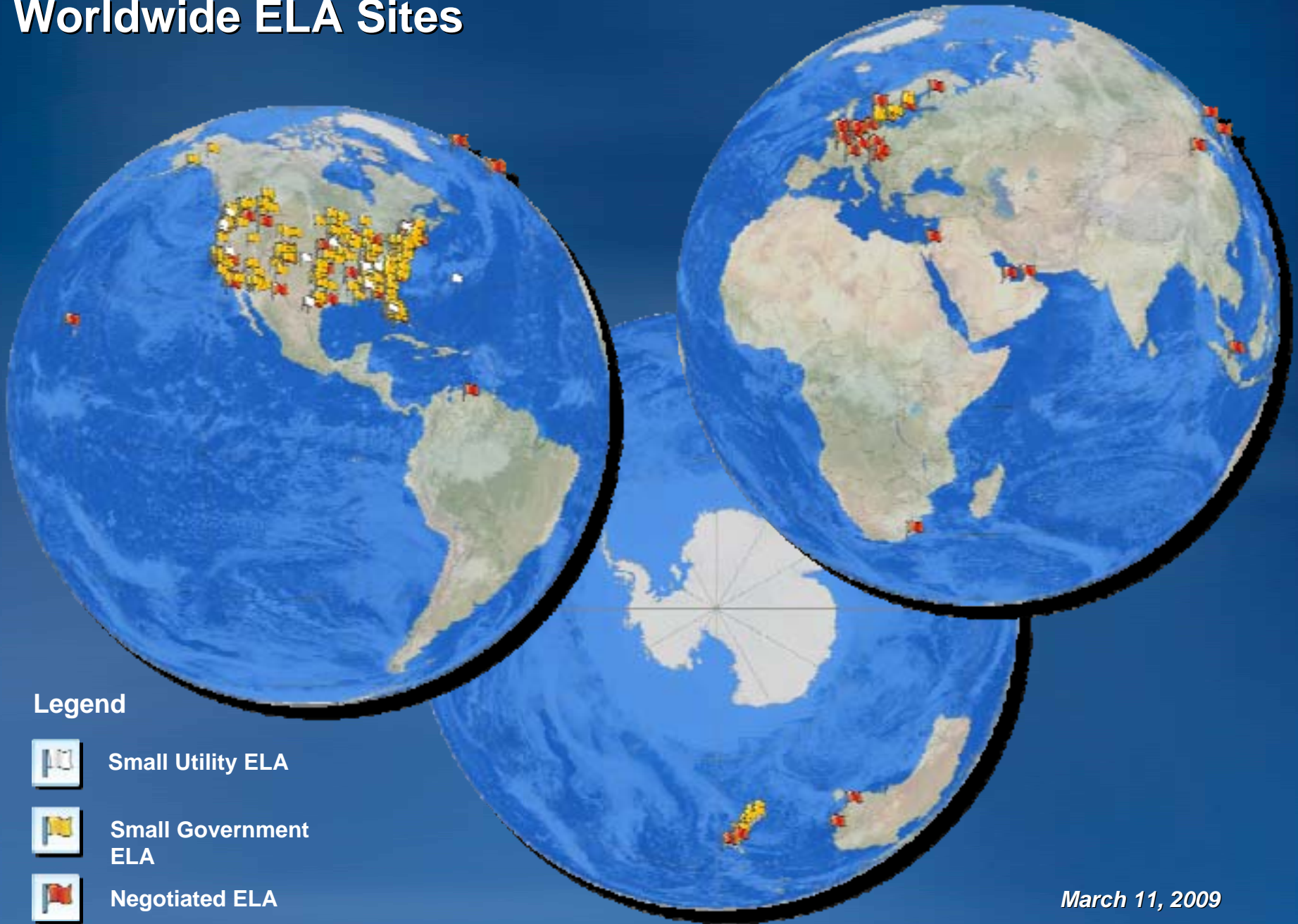
Small Government or Small Utility ELA

The Right Choice?

- Challenges in the Local Government
- Challenges in the Utility Industry
- SGELA
 - Eligibility for entire Town/City/County
- SU-ELA
 - Eligibility only for Utility office
- Benefits
- Next Steps



Worldwide ELA Sites



Legend



Small Utility ELA



Small Government
ELA



Negotiated ELA

March 11, 2009

User Feedback

- *“The ESRI ELA has resulted in lowering our GIS software capital and maintenance costs while providing us unlimited licenses of the core ESRI products. We can now focus on the users, training, and planning to solve problems and develop efficiencies.”*

–City of Kissimmee, FL

"Having the ELA is (gives) us a lot of freedom... We are public servants and we need to serve our community; I think this will better enable us to do that."

– City of Auburn, AL

“We saved a significant amount immediately, not to mention what we will save annually with unlimited deployments. The SU-ELA program provided us with the tools we need to move forward with our GIS projects.”

*– Mike Burke, Distribution Engineering Lead
for Green Mountain Power*

Thank you!

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