

Technical Consultant Fair and Reasonable Pricing Analysis			
Activity	Full Deployment Ala Carte Pricing	ELA Pricing	Savings
ELA Extension Term 1	\$450,000	\$337,000	\$113,000
ELA five year term	\$10,998,500	\$7,500,000	\$3,498,500
EAP Agreement	\$800,000	Included	\$800,000
Professional Services	\$300,000	Included	\$100,000
Subtotal	\$12,548,500	\$7,837,000	\$4,511,500
5-Year Subtotal	\$12,548,500	\$7,837,000	\$4,711,500
Years 11 – 15 Projected Licensing Needs	\$6,499,500	ELA must be renegotiated.	
<p>Based upon three independent studies for Aviation, General Fund agencies and Water and Wastewater Services GIS needs assessments (Broward County Aviation Department GIS Strategic Plan dated September 2011, Enterprise GIS System Architecture Design August 2013, and Esri Deployment for Broward Water and Wastewater letter dated June 2014), staff has determined the ESRI Enterprise License Agreement (ELA) price to be fair and reasonable. Furthermore, it is on par with the ELA pricing paid by Miami-Dade County, the only other county of similar size in Florida with an ELA in place.</p>			
Labor Category	Broward County Original Price 2020 - 2025	Broward County Negotiated Price 2020 - 2025	GSA Federal Only 2015 - 2025
GIS Technical Specialist/Engineer (S1)	\$244	\$240	\$208
GIS System/Software Developer (S2)	\$317	\$311	\$274
Sr. GIS System/Software Architect (S3)	\$389	\$381	\$384
GIS Consultant/Project Manager (M1)	\$297	\$293	\$267
Sr. GIS Consultant/Project Manager (M2)	\$376	\$370	\$365
Principal/GIS consultant/Program Manager (M3)	\$497	\$487	\$491
GIS Database Specialist/Analysts (DB)	\$207	\$204	\$172
<p>ESRI's labor rates per hour for Professional Services range from \$207 to \$497. These rates are 3% below ESRI's Local Government Rates and 20% below ESRI's Commercial Pricing. They also represent a 2% CPI cap over the life of the contract. During negotiations the pricing was reduced another 1% and the CPI cap was reduced from 3.5% to 2%. GSA is under Federal Government Pricing which has volume discounts applied.</p>			