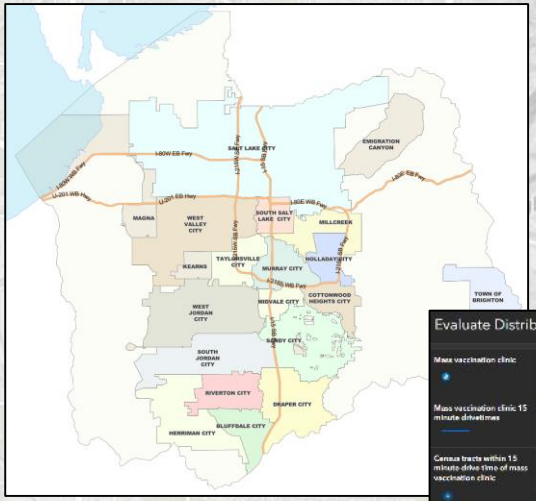
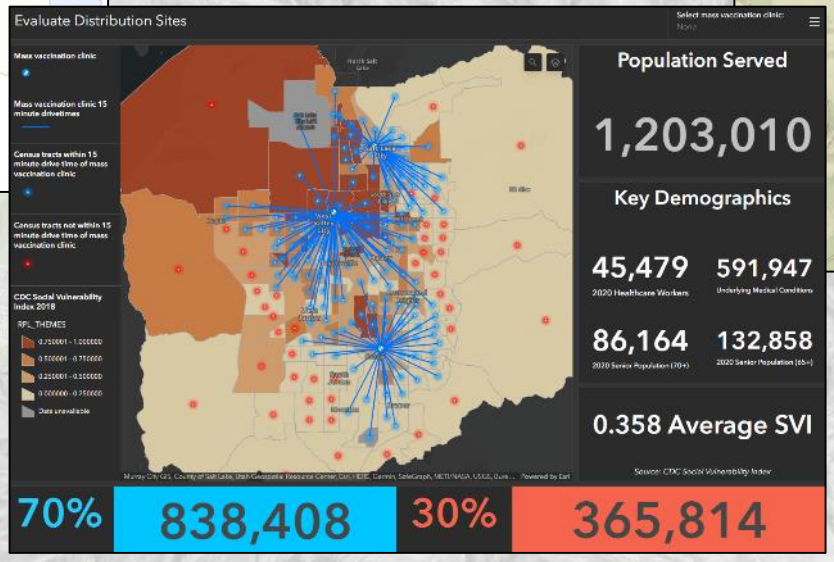
GIS Licensing Costs for 2024

Council Presentation

SALT LAKE COUNTY



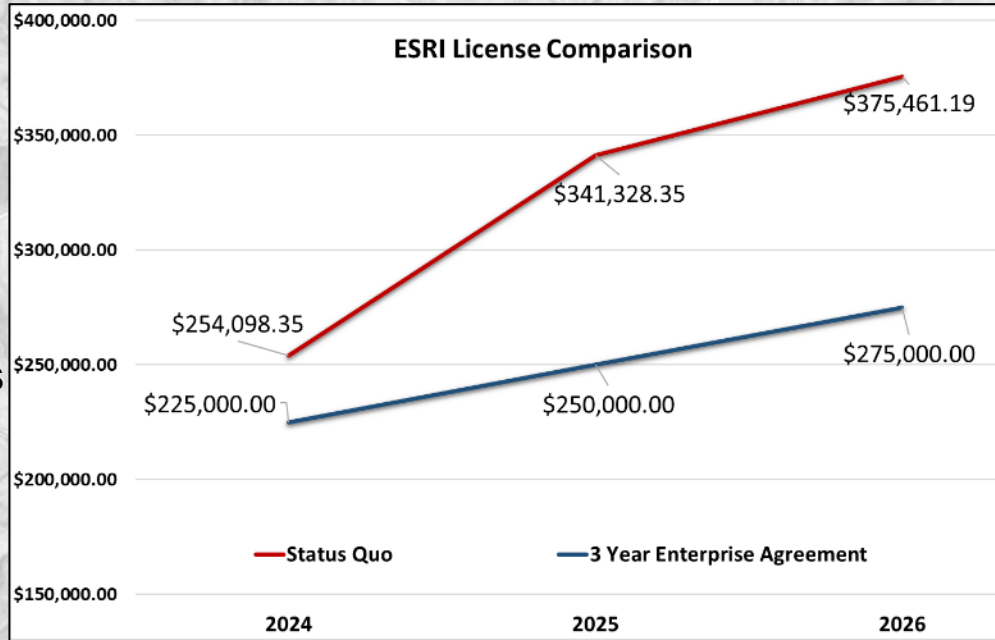


GIS Steering Committee

17 October 2023

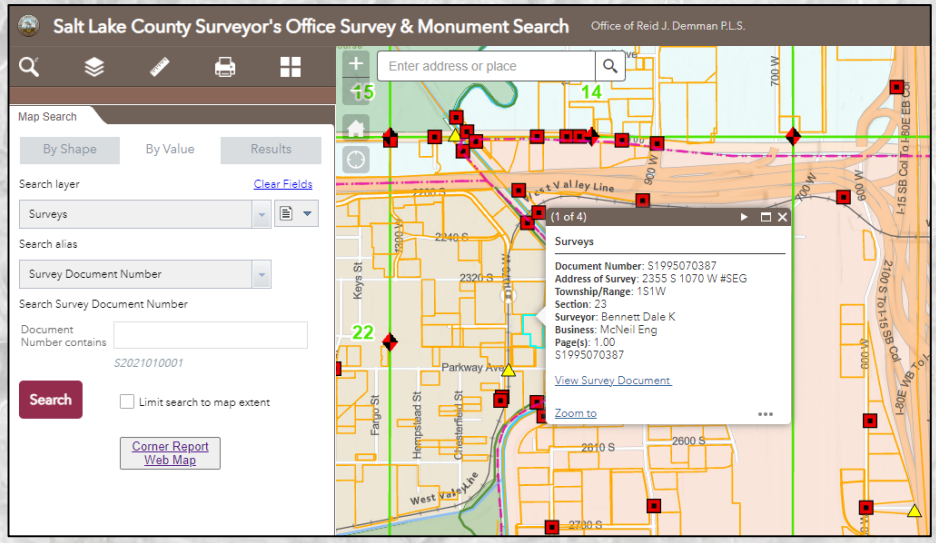
ESRI Licensing Executive Summary

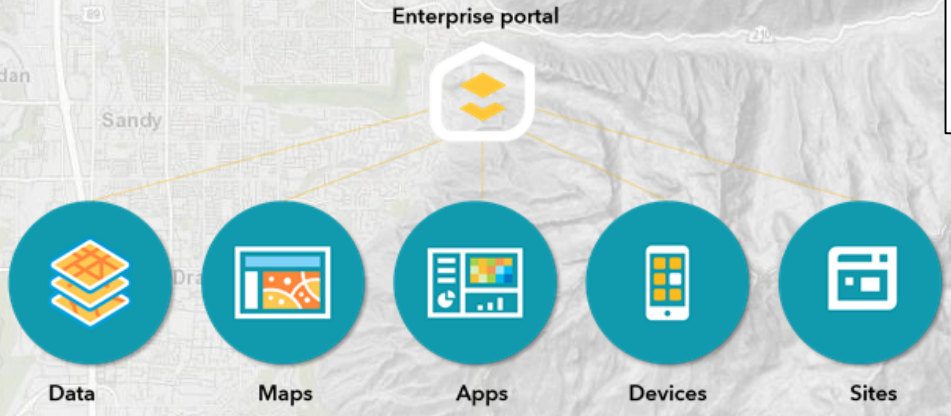
- Salt Lake County has purchased ESRI GIS licenses since mid-1990s
- A prudent approach was taken with annual “a la carte” licenses that saved money across 3 decades via low, “grandfathered” prices
- Old price structure going away, status quo costs will surge in next few yrs
- Several factors have changed:
  - Increases in year-by-year license costs, demand, & usage
- GIS & TAB Steering Committees now recommend an Enterprise License Agreement (ELA)
  - Saves projected $220K over 3 yrs
  - Controls costs increases
  - Stabilizes license availability



Overview

- GIS Background
- ESRI Software Licensing
- GIS Examples in Salt Lake County





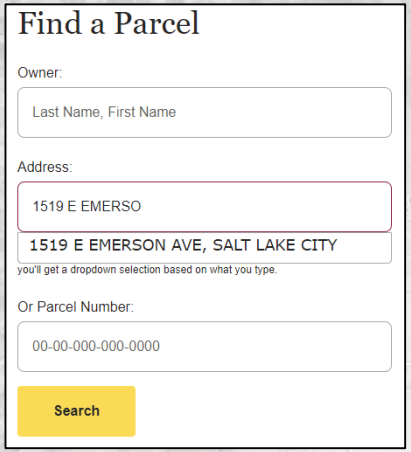
Background

- The use of Geographic Information Systems (GIS) is pervasive in county government
- Salt Lake County sees numerous benefits in efficiency and data quality (many are still emerging)
  - Improved data quality and soundness
  - Increased transparency and data availability
  - Enhanced public engagement and interactivity
  - Streamlined workflows (inspections, permits, etc.)
- GIS datasets are used as a system of record
  - Parcels
  - Election precincts
  - Road Centerlines

Background

- Many county government functions rely upon GIS to operate
  - Tax Administration
  - Election Administration
  - Emergency Response
  - Administrative & Political Boundaries

- Data services feeding websites and applications often originate from GIS data and servers
- Entire GIS ecosystem built upon ESRI software
  - Desktop Software
  - Server Software
  - Cloud-hosted Services

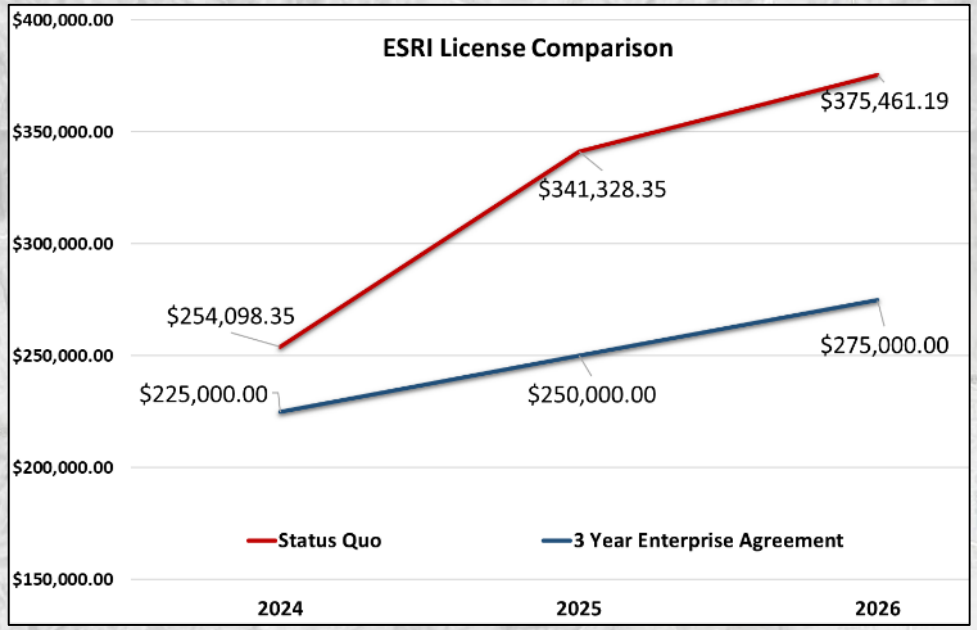


ESRI Licensing History

- Salt Lake County has been purchasing ESRI licenses for GIS products since the mid-1990s
- A prudent approach was taken with annual “a la carte” licenses that saved money across 3 decades
- Fortunate to maintain low, “grandfathered” prices in previous arrangement with minimal increases over a period of years
- Old price structure going away, costs will significantly increase in future
- Several factors have changed the landscape
  - Increasing GIS demand
  - Increasing GIS license usage
  - Increasing vendor costs for year-by-year licenses
- Convergence of factors has pushed us over a threshold, and now an Enterprise License Agreement (ELA) makes the most sense

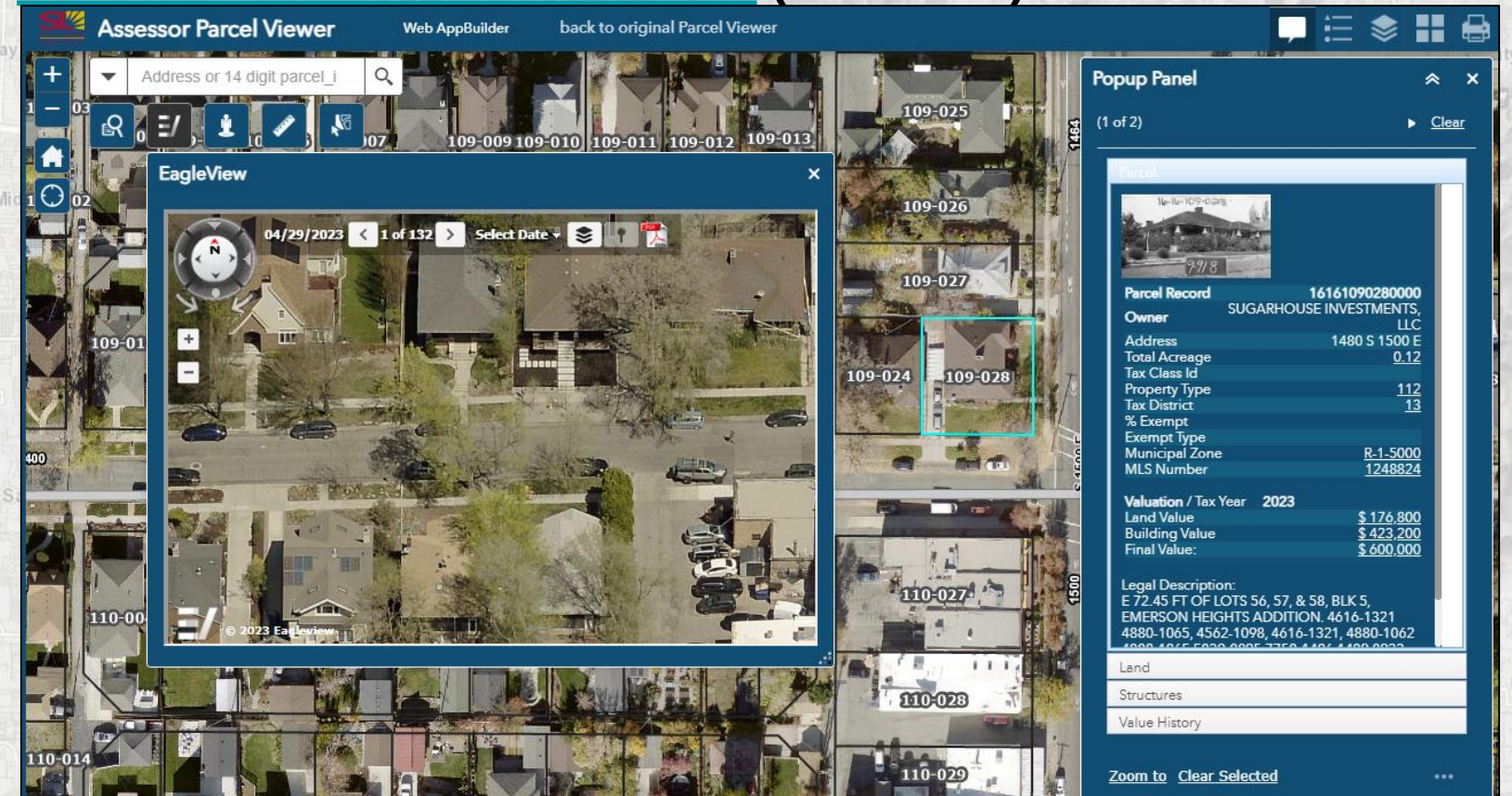
ESRI Licensing Now

- Old price structure going away, costs will significantly increase in the future if we continue to follow status quo approach
- Enterprise License Agreement (ELA) now recommended to control cost increases and stabilize license availability compared to “a la carte” model
  - ELA provides large cost savings over status quo
    - $220K in 3 years
  - More room for desktop license growth
  - Maintain online license availability, with buffer to grow
  - Meet increasing demand while saving money



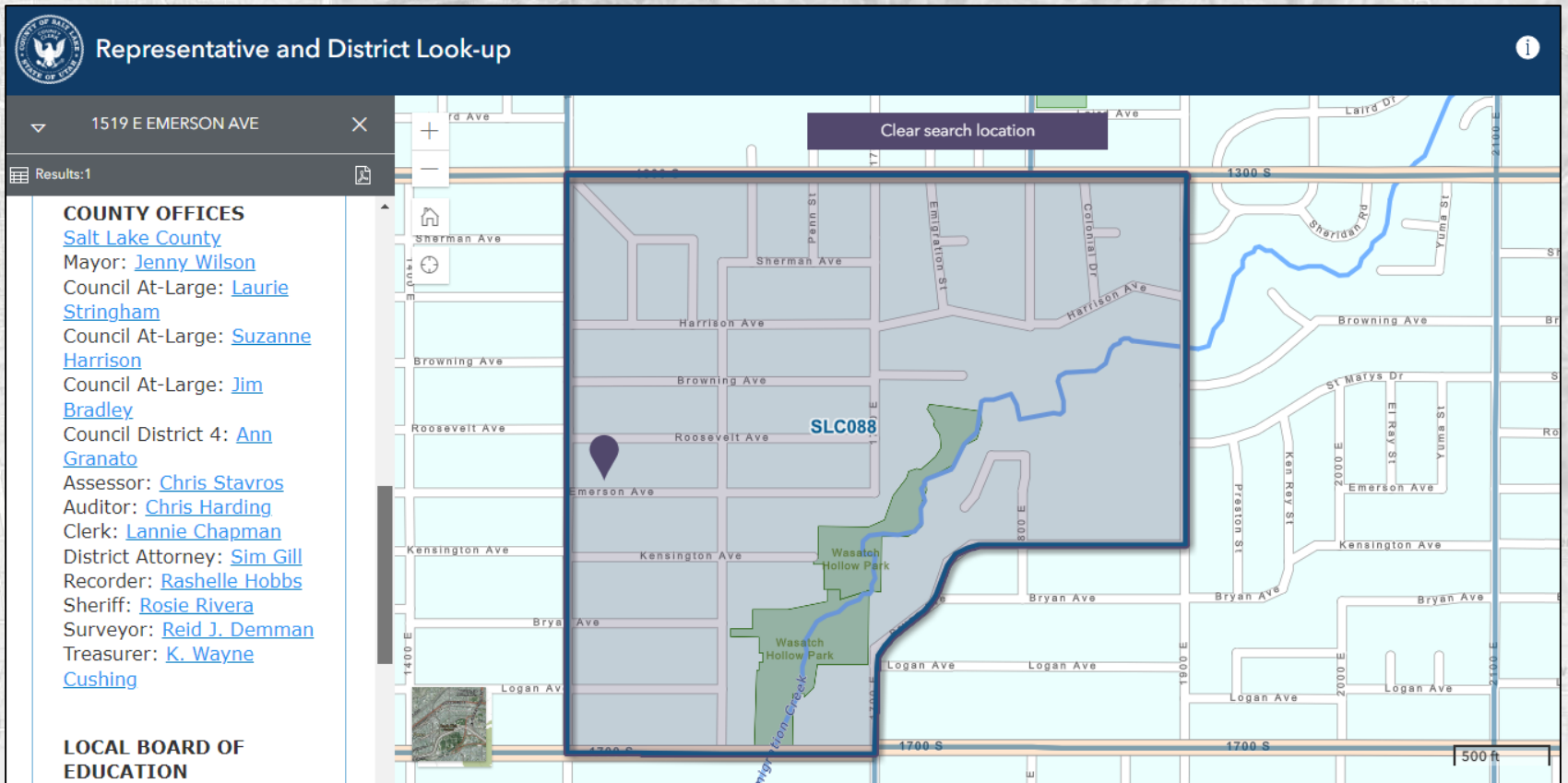
GIS in Salt Lake County

- [Parcels and Tax Administration](#) (Assessor)



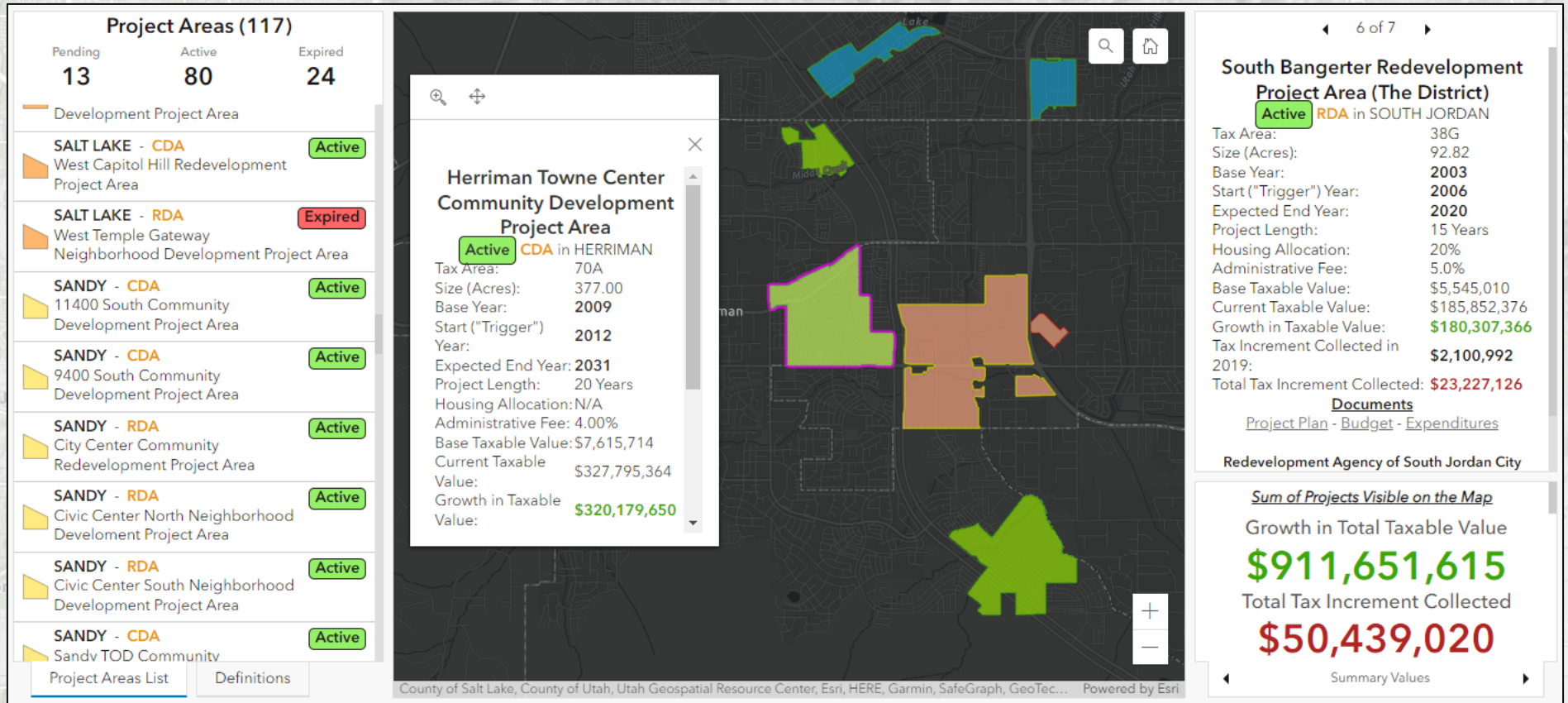
GIS in Salt Lake County

- [Administering Elections](#) (Clerk)

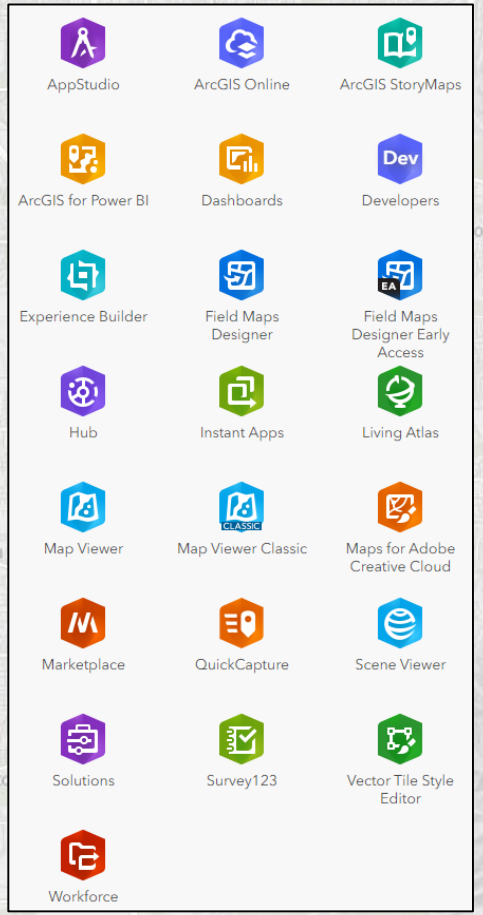


GIS in Salt Lake County

- [Tracking Tax Increment Financing Projects](#) (Auditor)

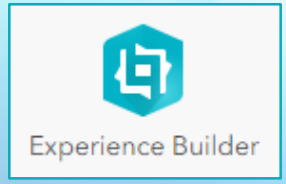


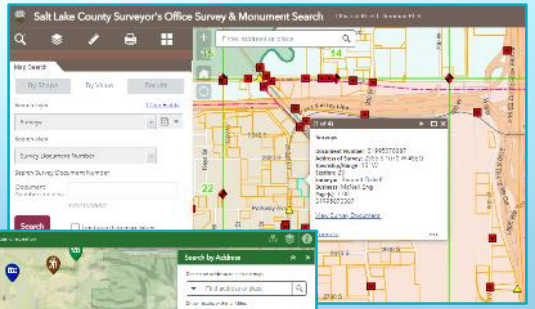
ESRI Product Suite

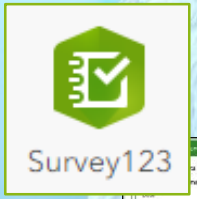


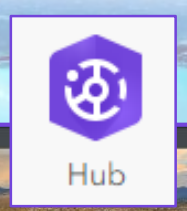
- Desktop Software (ArcGIS Pro, ArcGIS Desktop)
  - Map production, analysis, data editing
- Server Software (ArcGIS Enterprise, Portal, Server)
  - On-premise servers hosting web services
  - Ideal for internal, access-controlled datasets
  - Enterprise databases, applications, tools
- Cloud-hosted Services (ArcGIS Online)
  - Ideal for external, public-facing datasets
  - Group and user-level access controls
  - Numerous connected applications and tools

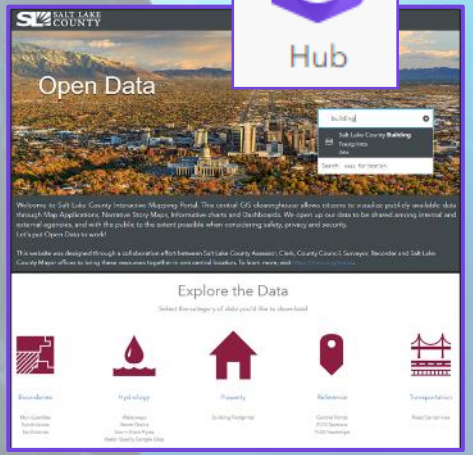
ESRI Product Suite

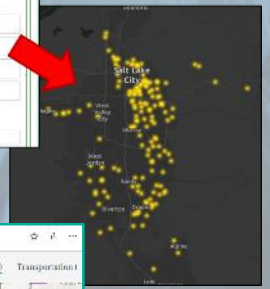


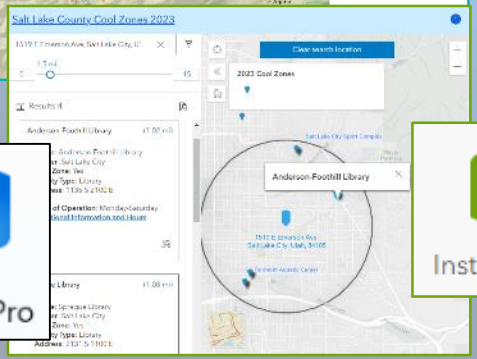


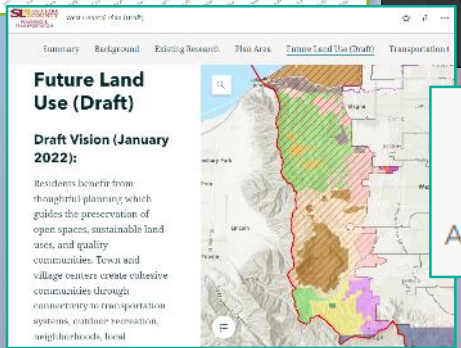


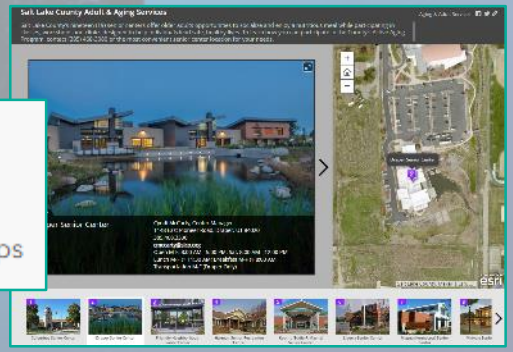


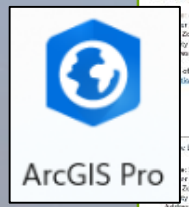


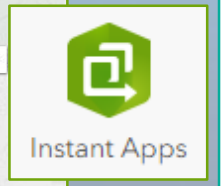


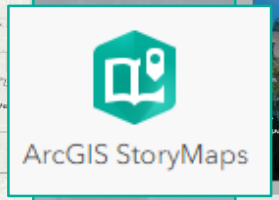










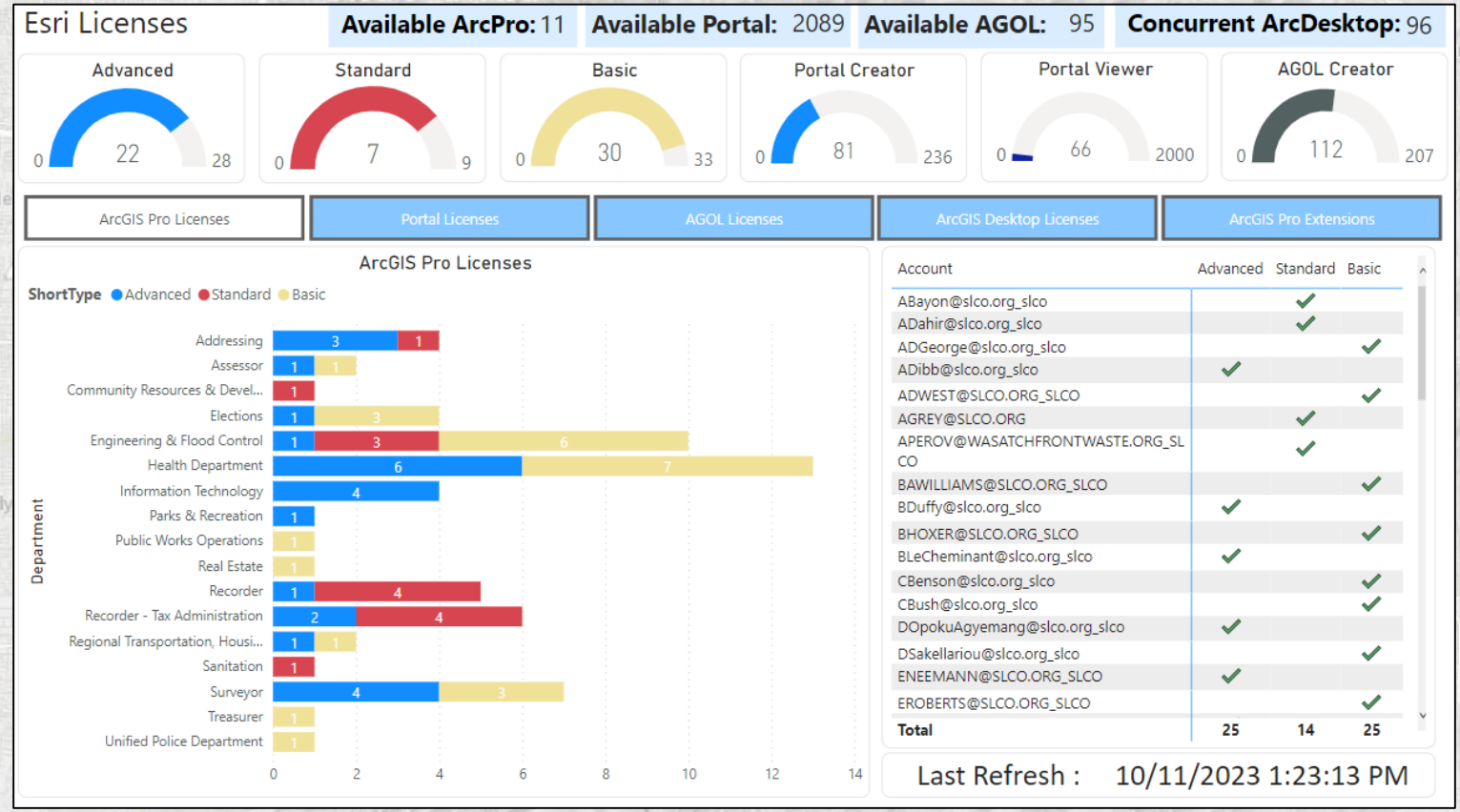


ESRI Is The Industry Standard

- ESRI completely dominates the GIS software market, particularly the public sector and government space
  - No other alternatives exist that provide the same level of desktop software, analysis tools, server software, and online platform with application-building tools
- Over 25-30 years the county has used ESRI products and built a tremendous amount of capability with them
- SL County has now grown to rely on that software for essentially all of our GIS-related systems and workflows

Final Words

- Processes in Salt Lake county improve and become more efficient and transparent as GIS is utilized
- Demand has increased over many years and areas of growth and improvement remain to be capitalized
- ESRI software licenses, services, and applications provide the foundation upon which all county GIS is built
  - Breadth of available tools enable numerous applications, maps, and analysis projects
- GIS & TAB Steering Committees now recommend an ELA as the best option to meet demand, predict costs, save money, and deliver greater value for the county and citizens

ESRI License Usage

- [SLCo License Dashboard]