

Report to Infrastructure and Corporate Services Committee

To: Chair and Members
Infrastructure and Corporate Services Committee

From: Kelly Scherr, P. Eng., MBA, FEC, Deputy City Manager
Environment & Infrastructure

Subject: Enterprise Agreement for Geographic Information System
Software

Date: April 20th, 2026

Recommendation

That, on the recommendation of the Deputy City Manager Environment & Infrastructure the following actions **BE TAKEN** with respect to the procurement and extension of the four-year licensing agreement for Geographic Information System (GIS) software from ESRI Canada Inc., to support operational activities in the City of London:

- a) That the limited tendering process **BE APPROVED** for the ESRI Enterprise Agreement at a total price of **\$1,604,000**, HST excluded, noting the agreement sets out payments of:
- **\$329,000.00** for the year 2026;
 - **\$365,000.00** for the year 2027;
 - **\$430,000.00** for the year 2028; and
 - **\$480,000.00** for the year 2029
- in accordance with Section 13.3 iii) and Schedule B (n) of the City of London's Procurement of Goods and Services Policy;
- b) Civic Administration **BE AUTHORIZED** to undertake all the administrative acts that are necessary to purchase and implement the four-year agreement(s); and,
- c) That the Mayor and City Clerk **BE AUTHORIZED** to execute any contract or other documents, if required, to give effect to these recommendations.

Linkage to the Corporate Strategic Plan

Municipal Council has recognized the importance of excellent service delivery. The continuation of our Enterprise Agreement (EA) is critical to geospatial infrastructure systems and activities at the city and contributes to the Council's Strategic Plan - "Well-Run City" Strategic Area of Focus. The EA will allow for the continued use of GIS technology to assist in the management of corporate assets.

Analysis

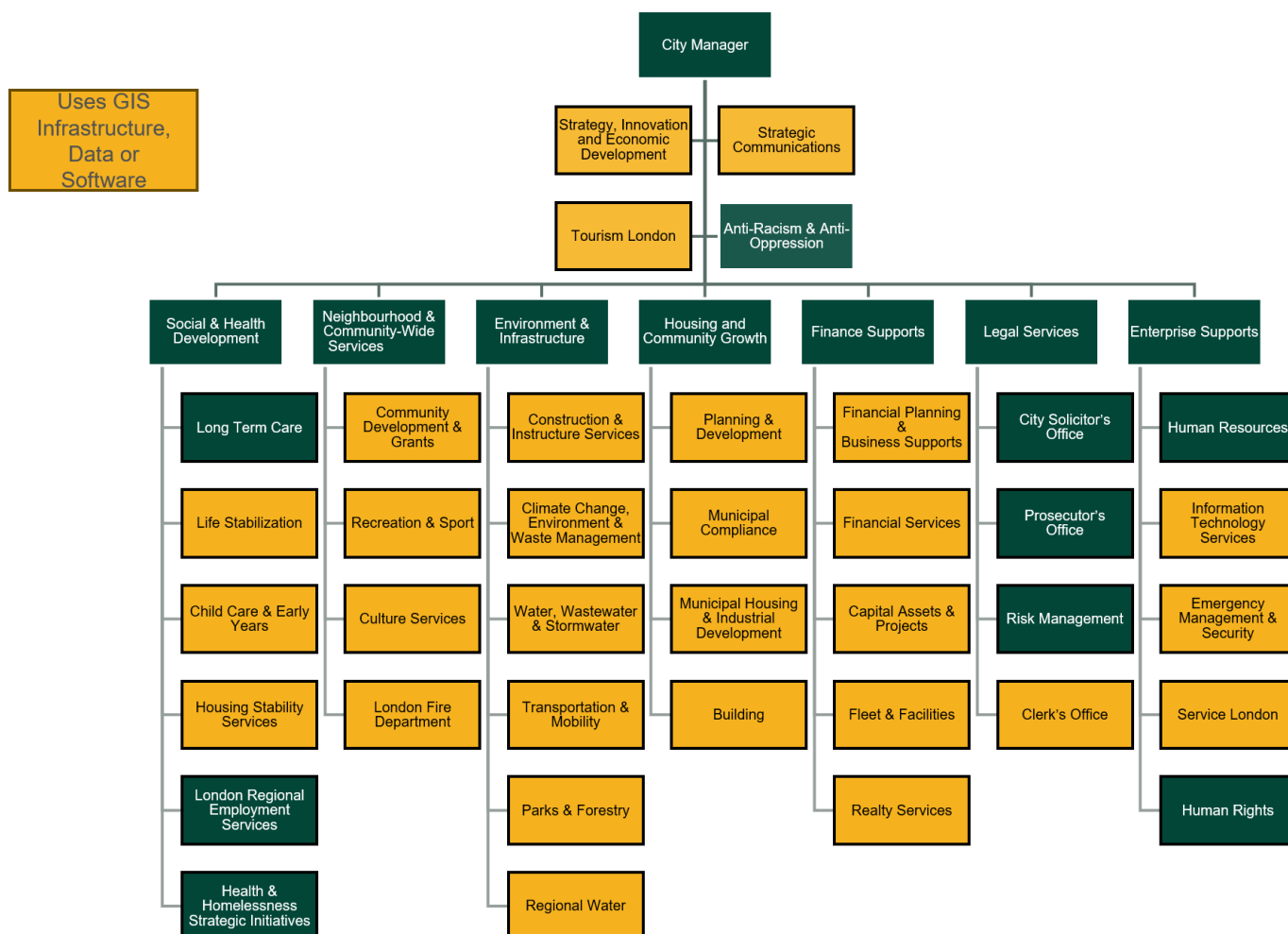
1.0 Background Information

The purpose of this report is to support the renewal and purchase of the four-year Enterprise Agreement from ESRI Canada Inc., which originally commenced in 2014.

ESRI Canada Inc. produces the industry standard ArcGIS and ArcPro software (among many extensions and tools) used for collecting and managing geospatial information. The City of London relies on this software to manage its physical infrastructure such as Water, Sewer, Roads, Urban Forestry, etc. GIS also supports services across the corporation including Planning Applications, Fire Services, Social & Health

Development, Urban Design & Heritage and more. GIS is integrated into many city programs such as Corporate Asset Management (CAM), Computerized Maintenance Management System (CMMS), Customer Relationship Management (CRM), and Open Data. Plus, Police, Fire, and Regional Water benefit from work performed by city employees because of the EA.

There are many GIS software users, and data consumers, across a variety of service areas within the City as indicated below:



It is recognized that EAs are industry municipal standard agreements that provide an economical solution for larger municipal organizations needing access to many different suite products. In context, London entered into its first EA (formerly known as an Enterprise Licensing Agreement) for GIS services with ESRI Canada Inc. in 2014.

2.0 Discussion and Considerations

The proposed EA commits the City to a four-year term for ESRI licenses, with payments made annually in the first quarter. As of mid-2025, ESRI has moved away from its previous unlimited licensing model and updated its licensing structure, combining basic tiers into broader subscription types. The new agreement uses a fixed “unit” model, which offers less flexibility to adjust usage and may be less cost-effective than the previous approach, depending on the City’s needs.

In June of 2025 City staff engaged ESRI Canada Inc. to negotiate the necessary EA including consideration relevant to cost and financial impact affecting the necessary licenses required to maintain the City geospatial programs. To this effect and due to the specialized nature of ESRI’s geospatial technology, and with limited competitors as subject to GIS geospatial software internationally; it is recognized and through

consultation with the City’s Procurement and Legal staff, that a Limited Tendering Process in accordance with Section 13.3 iii) and Schedule B (n) of the City of London’s Procurement of Goods and Services Policy applies.

Geomatics supports the centralized management of ESRI licenses across the organization, which is particularly important under the new fixed “unit” licensing model that reduces flexibility to scale usage up or down. A centralized approach ensures the City can better optimize the use of the set number of licenses, while supporting all divisions that rely on, benefit from, or require GIS applications.

3.0 Financial Impact/Considerations

The following represents the cost breakdown pertaining to the proposed EA:

Fee Installment/Payments	Operating Cost
2026 License	\$329,000.00
2027 License	\$365,000.00
2028 License	\$430,000.00
2029 License	\$480,000.00
Total	\$1,604,000.00

Note: Applicable taxes not included

The licensing costs for the Enterprise Agreement are centralized within the Geomatics Division’s operating budget on behalf of the corporation. This funding approach is recommended to continue. The cost of these services will be accommodated within the adopted 2026 budget, with future years’ budgets adjusted to reflect the contractual costs as outlined in the agreement.

Conclusion

The continuation of the ESRI Enterprise Agreement ensures the City of London maintains access to industry-standard GIS software that is foundational to the delivery of municipal services. This agreement provides enterprise-wide access to critical geospatial tools that support infrastructure management and integrate with key corporate systems enhancing operational efficiency across the corporation.

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