

PROPOSAL FOR THE ESRI REDISTRICTING SOLUTION

Prepared for:

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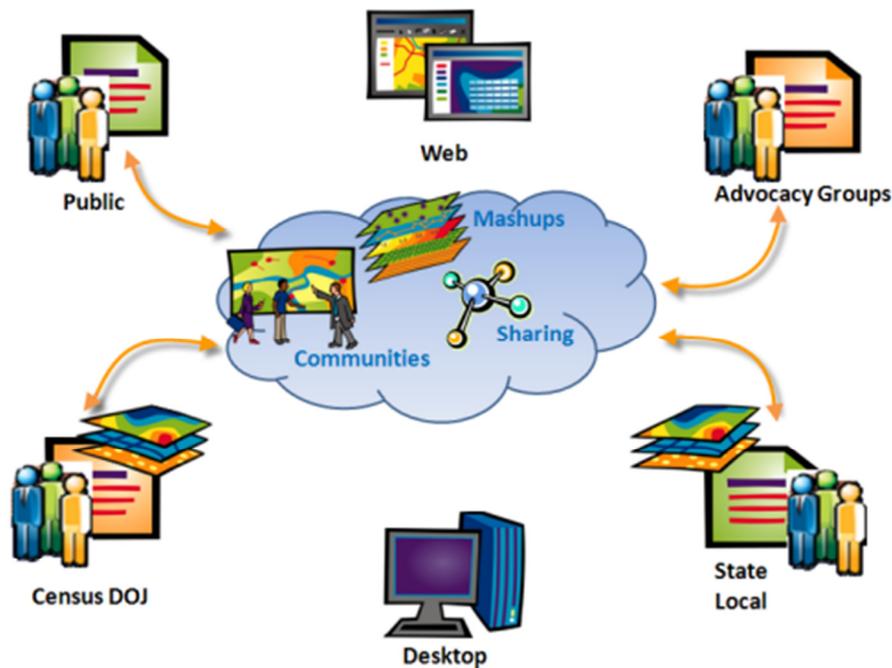
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1.0 Introduction

The Esri Redistricting solution allows users to rapidly and effectively create, edit, publish, review, and collaborate on redistricting plans that comply with federal law through a robust, easy-to-use web browser. The solution was designed to help state and local governments develop redistricting plans in response to the 2010 Census. In addition, advocacy groups, educators and the general public can use the Esri Redistricting solution to evaluate proposed plans, provide input to decision makers, and collaborate with others to develop alternative plans for consideration.



The solution can be used to develop district boundaries that are substantially equal in population as practicable based on race, existing communities, voting age population, and other data variables collected by the U.S. Census Bureau and local jurisdictions. In addition to offering powerful analytical tools, the solution has a number of features that distinguish it from other products on the market:

Collaboration and Efficiency

Esri Redistricting allows organizations to interact with each other and with the public throughout the redistricting process. The ability to share plans by publishing to smaller private working groups or larger audiences is unique because it leverages the power of ArcGIS Online to support community collaboration. End-users are able to easily create and submit plans to redistricting committees for consideration. This facilitates effective communication, improved efficiency across organizations and transparency in government decision making.

Comprehensive Resources

The solution not only provides powerful analytical tools for redistricting, but also offers a number of resources such as software training sessions, extensive online help documentation, and a Redistricting

Resource Center which provides access to video tutorials, forums, blogs, and other tools that allows users to successfully achieve their desired results throughout the redistricting process.

Centralized Management

In addition to offering a powerful, easy-to-use analytical tool for drawing and evaluating district plans, Esri fully supports the operation of the application, data and associated resources. This includes managing the hardware, software, infrastructure and technical staff required to support a sophisticated enterprise GIS system on a 24/7 basis. Through Esri Managed Services, TerraSystems Southwest and the State have the ability to leverage experienced professionals qualified to maintain the operation of the tools and data.

As the world leader in GIS software, Esri has 40 years of experience in creating solutions designed to manage, visualize, and analyze geospatial data. These are key components required to implement a robust redistricting solution and deliver the comprehensive maps the TerraSystems Southwest needs as a foundation for the State of Arizona’s redistricting legislation.

2.0 Solution Overview

Esri Redistricting addresses common needs and challenges related to redistricting at the state and local level. The foundation of the solution is Esri’s proven ArcGIS software platform and pertinent data set components. ArcGIS provides comprehensive features and functionality that allow for plan creation, management, visualization, editing and community collaboration.

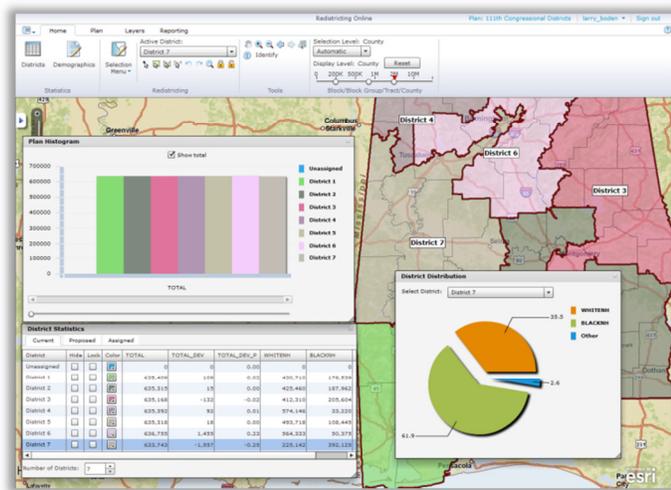
Esri Redistricting components can be paired with multiple deployment options; software-as-a-service (SaaS), on-premises at the organization’s data center, or completely hosted and managed through Esri Managed Services. Esri is proposing the Managed Services deployment option to TerraSystems Southwest Inc., for the State of Arizona, to support the need for public participation and collaboration in the State’s redistricting process.

2.1 Software

Esri Redistricting provides an interactive Web-based application called Esri Redistricting that focuses on creating and maintaining redistricting plans. Esri Redistricting is based on ArcGIS Server and the ArcGIS API for Flex to provide a rich Internet application user experience. With the Esri Redistricting application, these are just some of the functions you can perform:

Plan Creation and Editing

Esri Redistricting is an Internet Web application with a straightforward mapcentric interface that provides easy-to-use tools for creating, editing, and viewing district plans.



- ✓ Plan creation and editing is simple with the Esri Redistricting solution. The Web-based application allows you to: Delineate district boundaries using census geographies (blocks, block groups, tracts, counties or blocks, VTDs, counties)
- ✓ Monitor demographics of critical geography selections and visualize their impact to a district profile
- ✓ Direct or two-step district assignment of user-selected geographies
- ✓ Lock or unlock district assignments to a selected geography
- ✓ Undo / redo district assignment history to a plan's last save point
- ✓ Prevent geographies from being assigned to more than one district, as well as identifying areas that have yet to be assigned to a district
- ✓ Supports contiguous and non-contiguous district definitions

Census and Custom Geography Data

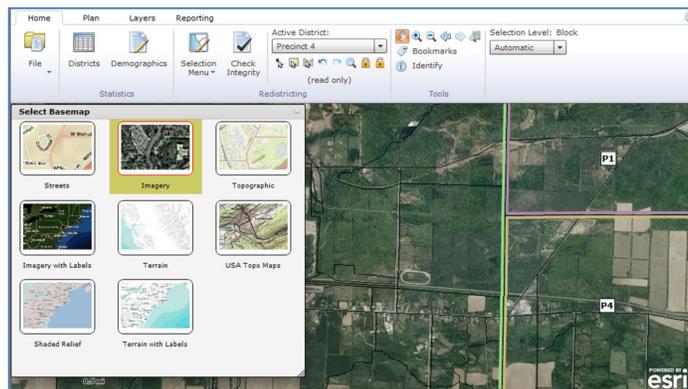
Esri Redistricting is complete with preprocessed census data—2000, 2010 TIGER, and Public Law (P.L.) 94-171. Esri offers an optional data service package to support clients with integration of custom data sets supplied by the client. The add-on data is integrated into the Esri Redistricting solution data store by Esri, before the solution is brought online for your organization. The following is supported:

- ✓ Pre-deployed, customer-provided data in ArcGIS-supported formats (TIGER/Line shapefile, shapefile, file geodatabase)
- ✓ Census TIGER data (geography files) for 2000 and 2010 (when available)
- ✓ Census geography definitions (blocks, block groups, tracts, counties or blocks, VTDs, counties)
- ✓ Census P.L. 94-171 population attribute data (race, ethnicity, etc.) related to census geographies

Map Navigation

The following map viewer navigation features are supported by Esri Redistricting:

- ✓ Zoom in / zoom out by bounding box
- ✓ Zoom in / zoom out by scale slider
- ✓ Zoom in / zoom out by mouse wheel
- ✓ Zoom to address
- ✓ Zoom to selection
- ✓ Zoom to ZIP Code
- ✓ Zoom to place name
- ✓ Zoom to latitude / longitude
- ✓ Zoom to district by name
- ✓ Zoom to unassigned geographies
- ✓ Zoom to selected geographies
- ✓ Overview map navigation



Mashups

Esri Redistricting supports the following map viewer mashup capabilities and augments the online district plan map with easy-to-use overlays of auxiliary data:

- ✓ Add maps from ArcGIS.com (street maps, satellite imagery, terrain, topographic, etc.)
- ✓ Add map resources hosted by your organization or other organizations through ArcGIS Server
- ✓ Plot uploaded addresses (such as incumbents' residences) or coordinate-based data (CSV, Excel, shapefile)

Redlining

Esri Redistricting supports the following redlining or mark-up capabilities to district maps:

- ✓ Add user-defined notes
- ✓ Add user-defined shapes (points, lines, polygons, circles, and arrows)
- ✓ Add graphic image files (for example GIF, JPEG, PNG)

Feature Selection

The solution also supports geographic feature selection capabilities for assignment of features to a district:

- ✓ Select by attribute (Query Builder)
- ✓ Select by point
- ✓ Select by user drawn box, polygon, line, polyline, circle
- ✓ Select by district name
- ✓ Select unassigned districts
- ✓ Select by proximity (feet, yards, miles, meters, kilometers)
- ✓ Select by spatial overlay (for example, select by another layer's spatial geography) with an optional attribute filter

Plan Publication, Submission and Sharing

The Esri Redistricting solution seamlessly integrates with ArcGIS Online to support accessibility restrictions for public group or private access. This solution provides access to a plan online, reducing the need for paper map production. The supported capabilities include:

- ✓ Sharing district plans between users and groups with the Esri Redistricting. Users can be legislators, advocacy groups, and team members of the Independent Redistricting Commission.
- ✓ Publishing plans to ArcGIS.com, with the capability to leverage all capabilities provided by ArcGIS.com on the plan, including secure access to groups.

Data Export

Esri Redistricting provides the ability to export plans to a variety of formats for sharing with other systems and applications. The following are supported:

- ✓ Export district plans (PDF, text / ASCII, file geodatabase, etc.)
- ✓ Export reports (text / ASCII, CSV, Excel)
- ✓ Export image of the current extent
- ✓ Export plans to DOJ/OMB format (block assignments)
- ✓ Export to KML

Printing

To support workflows that require paper and PDF reports and maps, the following printing options are supported by the solution:

- ✓ Print tabular reports based on census geographies and census data
- ✓ Print maps to predefined templates with basic map information
- ✓ Production of multipage district plan map books
- ✓ Print to all standard paper sizes: E-size, B-size, letter size, plotter size, 8 ½" x 11"

Plan Integrity

There are a number of data quality checks contained in Esri Redistricting, including:

- ✓ Checks that the total number of districts required by the plan is enforced
- ✓ Cross check to prevent a geography assignment to more than one district
- ✓ Cross checks to ensure summation of district populations matches client population totals
- ✓ Check validates districts have contiguous geographies (optional)
- ✓ Check for plan compactness
- ✓ Check for district(s) that violate allowable population deviation

Reporting

Reporting is supported by the solution at two levels: 1) a statistics table that reflects working census demographics by district, updated upon each geography assignment to a district, and 2) ad-hoc tabular reporting / charting against the districting plan. The following feature set is provided:

The following predefined report templates will be included:

Report Type	Description
Population Summary Report	Calculates the working census demographics by geography (for example, districts, precincts, or territories).
All Districts Summary Report	Shows the total population, demographics, and voting age population for each district.
Voting Age Population Report	Displays the voting age population (for example, all persons 18 years or older) in each district.
District Geography Report	Shows the total population of each geography in the plan, using the Federal Information Processing Standards (FIPS) code.
District Statistics Report	Displays the total population and demographic information by district.
Unassigned Geographies	Generates a statistics table that contains the total population of unassigned geographies in each county of the district, divided into the Federal Information Processing Standards county code.
Comparison Report	Displays differences between the active plan and the compared plan. This option is only available if you have both an active plan and a compared plan open in your Esri Redistricting Online session.
Bill Text	Displays the smallest geography level by district and unassigned geographies. For example, if a district plan is made using county level assignments only, the Bill Text report displays all districts and the county assignment by district. However, if assignments are made at the Block Group level, the report will list the County-Tract-Block Group assigned for each district in the plan.
District Compactness	Generates a statistics table that contains the compactness of the district. Results from the following tests are included: <ul style="list-style-type: none"> ✓ <i>Polygon Area Test</i> - compares the areas of each district. ✓ <i>Perimeter</i> - calculates the perimeter of the district, including inner holes. ✓ <i>Reock Test</i> - calculates the ratio of district area to the smallest circle containing the district. ✓ <i>Area / Convex Hull Test</i> - determines the ratio of the area of the district to the convex hull area of the district.

Report Type	Description
	<ul style="list-style-type: none"> ✓ <i>Grofman Test</i> - calculates the ratio of the district perimeter to the square root of the area. ✓ <i>Schwartzberg Test</i> - is the ratio of the perimeter of the district to the perimeter of a circle of an equal area to that of the district. ✓ <i>Polsby Popper Test</i> - calculates the ratio of the same area of the district to the area of a circle with the same perimeter. ✓ <i>Holes Test</i> - determines the number of holes (geography clusters that are fully enclosed) within each district.
Assigned District Splits	Lists each county that is included in a district. Counties that are split (overlap) multiple districts, are denoted with an asterisk (*).

Users may create report templates against:

- ✓ Census P.L. 94-171 population demographic data at the following levels: district, block, block group, tract
- ✓ Customer-specific data integrated via the data add-on pack (for example, historical voting data)

Reporting functionality will support the following capabilities:

- ✓ Save report templates and use them across districting plans
- ✓ Create formula fields to report against
- ✓ Generate charts and graphs in reports
- ✓ Embed graphics into a report
- ✓ Export statistics table and reports (CSV, PDF, Excel)
- ✓ Display demographic changes between districts caused by geography assignment(s)
- ✓ Display ideal versus actual district population
- ✓ Share reports with other users and groups

Plan Management

The Redistricting Online Solution has a districting plan explorer that provides the following features:

- ✓ Centralized plan management
- ✓ Save a copy of a plan (“Save As”) or save a copy of portions of a plan (select plan features)
- ✓ Lock plans as “Read-only”
- ✓ Maintain a log of access and modifications to a plan (for example, created, opened, or saved)
- ✓ Maintain plan metadata
- ✓ Ability to merge plans for consolidated district plan assignments
- ✓ Overlay plan comparison / visualization
- ✓ Ability to compare plans created with 2010 Census data to 2000 Census plans
- ✓ “Folder-like” districting plan explorer to manage and categorize plans by keyword

Plan Management Administration and Access Control

The Esri Redistricting solution supports the creation, storage, and retrieval of district plans from the Redistricting Database. As such, this module of the solution also regulates plan access and user / group management. The Esri Redistricting solution supports user entities with the following rights:

- Users can:
- ✓ Create groups

- ✓ Invite other users of the system to join groups they create
- ✓ Delete groups they created
- ✓ Modify membership to groups they created
- ✓ Share plans with their groups (with read or read/write access)
- ✓ Accept or reject membership to groups they have been invited to
- ✓ View and modify (if shared with write access) plans shared to their group

Users cannot:

- ✓ See groups they are not members of
- ✓ View or modify plans not shared to a group they belong to

Thematic Mapping

Thematic Mapping provided by the Esri Redistricting solution allows users to build a thematic layer by selecting a variable used to classify the geographies into different groups (for example, population density or demographic concentration). The following capabilities are supported:

- ✓ Thematic maps based on census geographies
- ✓ Selectable color ramps
- ✓ User modification of class break ranges
- ✓ User modification of polygon symbology for class breaks (including fill color, fill pattern)
- ✓ Thematic map legend
- ✓ Preconfigured thematic map templates
- ✓ Thematic map labeling

Configurable Features

The Esri Redistricting application includes configurable features which allow the TerraSystems Southwest and/or the State to work with Esri to implement default settings for the following:

- ✓ Default plan specified by the State which allows a foundation for users to start redistricting
- ✓ Demographic variables defined by the State
- ✓ Number of districts defined by the State
- ✓ District captions defined by the State
- ✓ Source geography hierarchy
- ✓ Default basemap identified by the State

Support Resources

Online help, tutorials, training videos, forums, blogs, and other supporting documentation will be provided via the Esri Redistricting Resource Center. A separate application will also be available to the public which allows for viewing published plans through a web browser. This application is available at no additional cost to the end user.

Role-Based Access

Esri Redistricting can provide the TerraSystems Southwest and/or the State with the ability to provide role-based access to end users. The TerraSystems Southwest and/or the State would have the ability to define user roles, the application features that those roles have access to, and the ability to manage user permissions through an administrative dashboard.

2.2 Data

Data is an essential component of a GIS implementation. The Esri Redistricting solution includes important data resources to use with ArcGIS software to support application requirements. These data resources—ArcGIS Online, U.S. Census data, and optional data sets—are outlined below and can be used to complement the State's existing GIS data resources.



ArcGIS Online

[ArcGIS Online](#) is intended to support the basemap requirements for the Esri Redistricting, providing nationwide imagery, street maps, topographic and hybrid maps.

ArcGIS.com

With [ArcGIS.com](#) users can publicly share your redistricting maps with the community. Maps can be shared on a completely public basis or can be kept private or semi-private by sharing it with one or more groups you belong to or create.

Alternatively, users can share an item with a larger group or the public at-large when they want more people to have access to their plan but also want to highlight the content within a group setting. This is especially appropriate for the focused work in redistricting where all members benefit from seeing a list of specific content they can use for collaboration and exchange.

U.S. Census Data

The Esri Redistricting Solution includes the data required for redistricting from the 2000 Census and the 2010 Census. The Public Law 94-171 population data contains a count of all persons by total population and total population by voting age population (18 and over). Esri Redistricting allows users to effortlessly track the desired variables for their jurisdiction. Visit the U.S. Census Bureau for Redistricting [website](#) for more information.

Optional Data Content

Esri also offers several options for customers that do not currently own or license the geospatial data they need to effectively visualize and analyze their geographic area-of-interest. These options are listed below. Pricing for these options are available from Esri upon request.

- [Esri StreetMap Premium](#)
- [Esri Business and Demographic data \(nationwide coverage\)](#)
- [ArcGIS Online Premium Services](#)

In addition, the Redistricting Solution supports Esri-compatible geographic data provided by the organization which can be integrated into the solution and used for sophisticated analysis. Details regarding data management activities associated with the State's custom content can be found below in Section 3.0.

3.0 Esri Managed Services

Esri will provide Managed Services for Esri Redistricting, which includes providing external HTTP access to the web application, operational hosting and monitoring, and troubleshooting technical support incidents through Tier 2 Hosted Environment Support. Esri's Redistricting solution will target the following service levels to support TerraSystems Southwest operational requirements for the State:

- 24/7 System Access
- 95% System Availability
- Hosting Environment to support up to 100 active users
- 20 GB of Custom Data Storage
- Data Backup and Archive
- Annual Update of the State's Custom Data
- 24/7 Tier 2 Hosted Environment Support and Monitoring

The proposed Managed Services describes the recommended Hosting Environment to support the solution.

Task 3.1 Hosting Environment

Esri will set up the base components comprising the underlying Hosting Environment infrastructure including the relevant hardware, power, facilities and network infrastructure to enable the State's external HTTP access to the Esri Redistricting application.

The Hosting Environment will include the following software technology components:

- Windows Server 2008
- ArcGIS Server Enterprise Standard 10 SP1
- ArcGIS API for Flex
- PostgreSQL 8.4.2

- Esri Redistricting application

Esri Responsibilities

- Set up the Hosting Environment required to support up to 100 active users.
- Install and maintain the software technology components outlined above.

TerraSystems Southwest Responsibilities

- None.

Task 3.2 Data Loading

Esri will load and update up to 20 GB of State data content (hereinafter referred to as "Data Content") annually to the Hosting Environment prior to Task 3.3 when received in the agreed upon format and delivery method.

Esri Responsibilities

- Load the State Data Content described above to the Hosting Environment.
- Test and verify the Data Content after it is loaded into the Hosting Environment.

TerraSystems Southwest Responsibilities

- Provide the State Data Content in the agreed upon format and delivery method.
- Procure and maintain (if necessary) the appropriate data licensing for the Data Content.

Task 3.3 Application Deployment

After setup of the infrastructure components listed in Task 3.1 and loading the Data Content described in Task 3.2, Esri will deploy and test Redistricting Online application and will work remotely with TerraSystems Southwest and/or the State to verify access through a URL provided by Esri. TerraSystems Southwest will provide Esri with written confirmation that Redistricting Online application is accessible within five (5) days of receiving notification from Esri that deployment is ready for verification.

Esri Responsibilities:

- Deploy the Esri Redistricting application to the Hosting Environment.
- Notify TerraSystems Southwest when the Esri Redistricting application has been deployed by sending a URL, and allow up to five (5) days for testing accessibility.
- Troubleshoot issues that may occur while TerraSystems Southwest is testing accessibility to the Esri Redistricting application.

TerraSystems Southwest Responsibilities:

- Test the availability of the Esri Redistricting application once Esri has provided notification that it is available in the hosting environment.
- Provide Esri with written (email) confirmation that the Esri Redistricting application is accessible within five (5) business days.

Task 3.4 Data Management

Esri will load the updated Data Content provided by the State to the staging environment. Esri will notify TerraSystems Southwest when the Esri Redistricting application is available with the updated Data Content deployed to the staging environment by sending a URL, and will work remotely with TerraSystems Southwest to verify access to the updated Data Content. TerraSystems Southwest will provide Esri with written confirmation that the Data Content in the application is accessible and represents the appropriate changes within five (5) days of receiving notification from Esri that data updates are ready for verification. Once confirmation has been received, Esri will deploy the updated Esri Redistricting application to the production hosting environment and notify TerraSystems Southwest when it is available. TerraSystems Southwest will verify accessibility and provide written confirmation to Esri.

Esri Responsibilities:

- Deploy Esri Redistricting with updated Data Content provided by TerraSystems Southwest to the staging environment.
- Notify TerraSystems Southwest when the updated application is available in staging by sending a URL, and allow up to five (5) days for testing accessibility.
- Upon receipt of written (email) confirmation from TerraSystems Southwest that the application is accessible, deploy the updated application to the production environment.
- Notify TerraSystems Southwest when deployment to the production environment is complete

TerraSystems Southwest Responsibilities:

- Test the updated Data Content in the Esri Redistricting application once Esri has provided notification that it is available in the staging environment.
- Provide Esri with written (email) confirmation that the Data Content is available in staging and reflects the appropriate changes within five (5) business days.
- Verify that the updated version of the application is accessible in the production environment and provide Esri with written (email) confirmation within five (5) business days.

Task 3.5 Technical Support

3.5.1 Tier 1 Helpdesk Support

TerraSystems Southwest will provide the first point of contact (Tier 1 Helpdesk Support) for Esri Redistricting end users to address any operational use or technical issues. This support consists of answering user questions, replicating and reviewing reported issues, addressing application use or training requirements (if appropriate), and documenting and communicating validated technical issues to Tier 2 Hosted Environment Support staff.

Esri Responsibilities

- None.

TerraSystems Southwest Responsibilities

- Designate up to two (2) primary points of contact (POC) and send the names and contact information to Esri's Tier 2 Hosted Environment Support staff.
- Support end users in the daily operation of the Esri Redistricting solution and resolve technical issues, if possible.
- Document procedures and the results of such procedures which TerraSystems Southwest followed to troubleshoot the technical issues.
- Escalate documented, unresolved, validated technical issues (Technical Support Incidents) to Esri Tier 2 Hosted Environment Support staff. Upon escalating the Technical Support Incident to Esri, TerraSystems Southwest will provide Esri with the supporting documentation describing what steps they undertook to troubleshoot the technical issue prior to escalation.

3.5.2 Tier 2 Hosted Environment Support

Tier 2 Hosted Environment Support includes 24/7 monitoring of the operation of the Hosting Environment, troubleshooting and resolving infrastructure issues, and responding to Technical Support Incidents escalated by TerraSystems Southwest's Tier 1 Helpdesk Support staff. It is anticipated that a Technical Support Incident would be escalated to Esri's Tier 2 Hosted Environment Support POC only after TerraSystems Southwest's Tier 1 Helpdesk Support staff have exhausted all potential resolution approaches and considerations, and could not successfully resolve it.

Esri Responsibilities

- Investigate, assess and track Technical Support Incident(s) escalated by TerraSystems Southwest's Tier 1 Helpdesk Support staff on a 24/7 basis.
- Undertake commercially reasonable efforts in the identification of potential resolution(s) or suggested workaround(s).
- Provide details of potential resolution(s) or suggested workaround(s) to Tier 1 Helpdesk Support staff, as appropriate.

TerraSystems Southwest Responsibilities

- Communicate Technical Support Incidents to Esri via agreed upon process.
- Provide Esri with the supporting documentation describing the steps TerraSystems Southwest undertook to troubleshoot the technical issue prior to escalation.
- Promptly respond to questions Esri poses during Tier 2 Hosted Environment Support activities.
- Support interaction with end users, including following up after a Technical Support Incident has been resolved.
- Implement the Esri-suggested workaround or resolution, as appropriate.

4.0 Training Support (Optional)

Esri will provide optional training support for up to 8 training sessions for the Redistricting Solution. Training sessions will be limited to two hours each and will be divided into two training groups.

Internal Staff Sessions: Esri will conduct four training sessions for internal State staff either onsite or remotely via the web. This training session is expected to cover a general overview of the Redistricting solution as well as allow for time to answer questions related to specific areas of the solution. Esri will coordinate with TerraSystems Southwest prior to the training sessions in order to elicit specific questions from the expected audience.

General Public Sessions: Esri will conduct four training sessions for the general public remotely via the web. This training session is expected to cover a general overview of the Redistricting Solution as well as allow for time to answer questions from the audience.

In addition to the training sessions outlined above Esri will provide twenty (20) hours of remote training support to answer any application questions TerraSystems Southwest has after the training sessions have been completed. Training support questions will be sent to Esri through TerraSystems Southwest Tier 1 Helpdesk. Remote training support can be conducted via phone and/or webcast.

Esri Responsibilities

- Provide training support as described above.

TerraSystems Southwest Responsibilities

- Designate up to 2 primary points of contact (POC) for training support and send the names and contact information to Esri.
- Provide the Esri consultant with access to data and computer system environment, as required
- Provide adequate office space for the Esri consultant to work while on-site
- Provide a conference room equipped with an LCD projector and workstation.

5.0 Assumptions

- This proposal assumes a six (6) month hosting commitment commencing upon execution of the appropriate contract documents signed by both parties. Managed Services provided beyond this 6 month term are subject to a price escalation for which Esri can provide a proposal.
- The targeted system availability for the Hosting Environment excludes scheduled downtime or interruption due to causes beyond the direct control of Esri.
- There will be up to 100 active users of the solution, which equates to about 20 concurrent users making requests to the server through the application at the same second.
- Esri will undertake commercially reasonable efforts in the identification of potential resolution(s) or suggested workaround(s) associated with Tier 2 Hosted Environment Support.

- Tier 2 Hosted Environment Support as defined in Task 3.5.2 will be provided based on mutually agreed specifications and versions of the application technology outlined in Task 3.1 above.
- Esri will use the State Data Content described in Task 3.2 as-is and is not responsible for cleansing any erroneous data received from TerraSystems Southwest and/or the State.
- The Data Content described Task 3.2 will not exceed 20 GB.
- The Esri Redistricting Solution software will only be used to support TerraSystems work with the State of Arizona

6.0 Pricing

Esri is pleased to provide the following information that you can use in support of your proposal to the RFP ADSPO11-00000704 for the State of Arizona. Esri envisions entering into a standalone agreement with TerraSystems Southwest for the provision of the Redistricting solution rather than acting as a subcontractor on this contract. Esri is open to working directly with the State of Arizona at the direction of TerraSystems Southwest.

We have not reviewed the RFP terms and are unable to sign up to performing work under those terms without negotiation. Included as an attachment to this email are Implementation Services Agreement (G-363FFP) and the Managed Services Addendum (G-595) under which all proposed support will be provided.

The components that comprise the Esri Redistricting solution include ArcGIS software, pertinent data sets, Managed Services and training. Optional items, such as additional data content or consulting support, are also available upon request and subject to Esri reevaluating the pricing in this proposal. This section provides a summary of the Redistricting solution components described in Section 2.0, the Managed Services described in Section 3.0, and the optional training support described in Section 3.0.

The price for implementing and managing the Esri Redistricting solution as described in Table 1 below is based upon an anticipated award of a firm-fixed-price (FFP) Purchase Order subject to the terms and conditions of Esri's standard Implementation Services Agreement, (G363FP dated 06/14/2010) included as Attachment A, including the Managed Services Addendum,(G-595) which is attached hereto as Attachment B. Esri proposes a grand total firm-fixed-price of **\$102,700** to deliver the solution as defined in this proposal. This includes Esri Redistricting License fees in the amount of **\$78,000** (reference Section 2.0), a one-time fee of **\$16,900** to for setup and deployment of the and a monthly fee in the amount of **\$1,300** per month for 6 months for ongoing operational support for the Esri Redistricting Solution (reference Section 3.0).

Table 1: Esri Redistricting Solution (Firm Fixed Price)

Description	Year 1 Upfront	Year 1 Monthly
Esri Redistricting License Fees	\$78,000	n/a
Setup and Deployment Fees	\$16,900 (one-time fee)	n/a
Esri Managed Services Operations Fees	n/a	\$1,300 (per month for 6 months)
Grand Total Firm Fixed Price		\$102,700

Pricing for the optional training support is described in Table 2 below.

Table 2: Esri Training Support (Firm Fixed Price - Optional)

Description	FFP
Option 1 – Onsite Internal Staff Training and Remote General Public Sessions	\$5,600
Option 2 – Remote Internal Staff Training and Remote General Public Sessions	\$4,700
Option 3 – Remote Tier 1 Helpdesk Sessions	\$3,600

This proposal is valid for thirty (30) days from the proposal submittal date above. Price is exclusive of applicable state and local taxes for which the TerraSystems Southwest shall remain responsible. Payment will be due thirty (30) days following receipt of Esri's invoice.

To order the services under this proposal please provide the following:

1. Executed Copy of the G-363FFP Implementation Services Agreement and
2. Executed Copy of the G-595 Managed Services Addendum
3. Purchase Order referencing this Proposal P11-5722 that includes **\$102,700** plus fees associated with the optional Training Support items selected by TerraSystems Southwest listed in Table 2
4. A copy of this Proposal

You may fax these documents to 909-307-3034. Once these documents have been received we will be in touch with you to discuss schedule and finalize staffing arrangements.

We look forward to supporting you.

Erin Ross, Program Manager
Esri Professional Services
380 New York Street
Redlands, CA 92373
(909) 793-2853 Ext 2073
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7.0 About Esri

Esri is a privately owned software company based in Redlands California that was founded in 1969 with the belief that GIS technology can help both citizens and governments better manage and invest in society. Through thousands of projects around the world, we have shown how GIS can make a difference in society's ability to measure, understand, and plan for change. As Jack Dangermond, president of Esri, explains, "We at Esri believe that better information makes for better decisions. Our reputation is built on contributing our technical knowledge, special people, and valuable experience to the collection, analysis, and communication of geographic information."

Part of this commitment is Esri's support for better government. Governments at all levels—from the 200 largest cities in the United States to more than 24,000 state and local governments worldwide—use our software to better analyze data, plan activities, and make decisions. Esri's technology benefits departments as diverse as public works, elections, emergency management, law enforcement, assessment, inspections, and other departments throughout local, state, and national governments.

We also provide support at a global level through disaster response and support, conservation programs, and grant and sustainable development programs. We consistently receive rewards and recognition for our efforts to promote effective government and responsible social and environmental investment.

In addition, Esri is a leading provider of GIS-based solutions to telecom, cable, and utility companies. These companies have found that ArcGIS software provides a comprehensive IT platform that enables support for market/competitive analysis, network planning, engineering and construction, sales and service delivery, and customer care applications.

We believe that by contributing our expertise and technology to government and other organizations in over 20 other industries, we can help invest in our future and improve society. The Esri Redistricting Solution is part of this investment.