



Esri
380 New York Street
Redlands, California 92373-8100
Phone: 909-793-2853, ext. 1-4441
Fax: 909-307-3046



**Special Offer From
Esri Including
Dell PowerEdge Servers
with ArcGIS® for
Server Basic for
US Customers Only**

**Offer Valid Through
January 31, 2012**

Esri is pleased to extend special offers within the United States. These offers consist of Dell PowerEdge Servers and an ArcGIS for Server Basic License.

If you do not see the exact server configuration you are looking for, please call your local Esri regional office or Dean Garner at 909-793-2853, ext. 1-4441, for tailor-made solutions.

ArcGIS for Server Basic requires a database management system (DBMS) server. A Microsoft® SQL Database Server option is available on page 5 of this offer.

ArcGIS for Server Basic provides a comprehensive GIS server for spatial data management. It focuses on organizing and managing geographic datasets.

Two server packages are available.

Dell PowerEdge R610 Server Including

- One (1) Quad Core Intel® Xeon® X5687 3.60 GHz Processor, 12 MB Cache or Two (2) Quad Core Intel Xeon X5678 3.60 GHz Processors, 12 MB Cache
- 12 GB RAM (3 x 4 GB Dual Ranked LV RDIMMs) for Four Core Server or 24 GB RAM (6 x 4 GB Dual Ranked LV RDIMMs) for Eight Core Server
- 2 x 146 GB 15000 rpm Serial Attached SCSI (SAS) Disk Drives with RAID 1
- PERC H700 Integrated RAID Controller 1 GB NV Cache
- DVD+/-RW ROM Drive
- Two dual-port Broadcom® NetXtreme II™ 5709 Gigabit Ethernet NIC
- 2 x 502W Power Supplies for Four Core Server and 2 x 717W Power Supplies for Eight Core Server
- Windows® Server 2008 R2, Standard x64 with 5 CALs
- Three-Year Four-Hour On-Site Response 24 Hours a Day, Seven Days a Week
- On-Site Installation of Operating System and Hardware
- ***Option for Stratus Avance Software 99.99% High Availability***



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TERMS OF THE OFFER

- This offer is valid only in the United States excluding Guam, Puerto Rico, and the Virgin Islands.
- This offer is only available as a bundled hardware/software system.
- Orders must be received at Esri by January 31, 2012.
- Delivery terms: 20–40 days after receipt of completed order and approval of credit. Manufacturer availability may change delivery terms.

ESRI SOFTWARE DELIVERY AND INSTALLATION

ArcGIS for Server is delivered via electronic download from Esri. Users will receive an e-mail communication with a token that directs them to their Esri Global Account. Customers that do **not** have an Esri Global Account must create one before they can use the token to receive access to downloading software from the Customer Care Portal. Existing customers that already have access to the Customer Care Portal will already have access to the ArcGIS for Server download. Official media is available on DVD for an additional fee. Esri® software installation services are available, if needed, and are quoted optionally on page 6 of the quotes.

TRAINING

Please contact the Esri Learning Center at 909-793-2853, ext. 1-1585, for course information and a training schedule, and see page 6 of the quotes for training options and cost.

HOW TO ORDER

1. Complete the attached order form and credit application, if not previously on file with Esri.
2. Add other desired options.
3. Add any applicable sales tax (see order form).
4. Provide purchase order or other form of payment.
5. Send your completed order and credit application to your Esri regional office or

Esri
 Customer Service/Kelly Campos
 380 New York Street
 Redlands, CA 92373-8100
 Fax: 800-330-7053

6. Your hardware and software will be shipped to you 20–40 days after all paperwork has been completed and credit approved. Manufacturer availability may change delivery terms.

QUESTIONS?

Contact your Esri regional office regarding the terms of this offer or general questions.

Contact Dean Garner at 909-793-2853, ext. 1-4441, to discuss hardware options not provided in the attached quotation.

Contact Kelly Campos at 909-793-2853, ext. 1-1831, regarding the status of your order.

Corporate Headquarters

Esri
 380 New York Street
 Redlands, California 92373-8100
 Telephone: 909-793-2853 Fax: 909-793-5953

Regional Offices

Boston
 Telephone: 978-777-4543
 Fax: 978-777-8476

California
 Telephone: 909-793-2853,
 ext. 1-1906
 Fax: 909-307-3025

Charlotte
 Telephone: 704-541-9810
 Fax: 704-541-7620

Denver
 Telephone: 303-449-7779
 Fax: 303-449-8830

Minneapolis
 Telephone: 651-454-0600
 Fax: 651-454-0705

Olympia
 Telephone: 360-754-4727
 Fax: 360-943-6910

Philadelphia
 Telephone: 610-644-3374
 Fax: 610-644-3379

San Antonio
 Telephone: 210-499-1044
 Fax: 210-499-4112

St. Louis
 Telephone: 636-949-6620
 Fax: 636-949-6735

States Served

CT, MA, ME, NH,
 NY, RI, VT

CA, HI, NV

AL, FL, GA,
 NC, SC, TN, VA

AZ, CO, NM,
 UT, WY

IL, MI, MN,
 ND, SD, WI

AK, ID, MT,
 OR, WA

DC, DE, MD,
 NJ, PA, WV

LA, MS, OK, TX

AR, IA, IN, KS,
 KY, MO, NE, OH



Esri
 380 New York Street
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 Phone: 909-793-2853, ext. 1-4441
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Date: October 4, 2011
Quotation Number: R610AGBE1

**Package No. 1—Dell PowerEdge R610 with
 ArcGIS for Server Basic—
 Four Core Server Solution**

Quote valid until January 31, 2012

Page 3

ITEM	QTY	DESCRIPTION	PRICE
104871	1	Dell PowerEdge R610 Rack-Dense Server with One (1) Quad Core Intel Xeon X5687 3.60 GHz Processor, 12 MB Cache, 12 GB RAM (3 x 4 GB Dual Ranked LV RDIMMs), 2 x 146 GB 15000 rpm Serial Attached SCSI (SAS) Disk Drives with RAID 1, PERC H700 Integrated RAID Controller 1 GB NV Cache, DVD+/-RW ROM Drive, Two dual-port Broadcom NetXtreme II 5709 Gigabit Ethernet NIC, 2 x 502W Power Supplies, Windows Server 2008 R2, Standard x64 with 5 CALs, Three-Year Four-Hour On-Site Response 24 Hours a Day, Seven Days a Week and On-Site Installation of Operating System and Hardware	
ArcGIS for Server Basic	1	ArcGIS for Server Basic for One Server with Four Cores (Includes First Year of Software Maintenance) <i>Pricing does not include a Database Server. Please see page 5 for a Microsoft SQL Database Server option.</i> Shipping and Handling (Included)	
System Package Total			\$17,900.00

Notes: Total does not include applicable sales tax (see order form).
By: Dean Garner at 909-793-2853, ext. 1-4441
Title: Hardware Solution Sales Manager

This quotation is made in confidence for your review only. It may not be disclosed to third parties.

Additional Cost Options Specific to PowerEdge R610 Server Package No. 1 Offer			
ITEM	QTY	DESCRIPTION	PRICE
SAD4	1	Stratus Avance Software 99.99% High Availability with Duplicate Dell PowerEdge R610 Four Core Server as Configured Above and Installation along with First-Year Stratus Avance Software Maintenance. For Stratus Technologies Service Terms and Conditions for Avance Software, see esri.com/stratusavanceserviceterms .	\$15,900.00
DEWA2		Credit for Decline of Three-Year Four-Hour On-Site Response, 24 Hours a Day, Seven Days a Week Warranty and replace with Standard Three-Year, Next-Business-Day Response Warranty	(-\$600.00)
CRIN		Credit for Decline of Installation of Dell Hardware and Dell Software at time of purchase	(-\$400.00)
Subject to other terms and conditions on attached sheets.			



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Date: October 4, 2011		Package No. 2—Dell PowerEdge R610 with ArcGIS for Server Basic— Eight Core Server Solution		Page 4
Quotation Number: R610AGBE2		Quote valid until January 31, 2012		
ITEM	QTY	DESCRIPTION	PRICE	
104872	1	Dell PowerEdge R610 Rack-Dense Server with Two (2) Quad Core Intel Xeon X5687 3.60 GHz Processors, 12 MB Cache, 24 GB RAM (6 x 4 GB Dual Ranked LV RDIMMs), 2 x 146 GB 15000 rpm Serial Attached SCSI (SAS) Disk Drives with RAID 1, PERC H700 Integrated RAID Controller 1 GB NV Cache, DVD+/-RW ROM Drive, Two dual-port Broadcom NetXtreme II 5709 Gigabit Ethernet NIC, 2 x 717W Power Supplies, Windows Server 2008 R2, Standard x64 with 5 CALs, Three-Year Four-Hour On-Site Response 24 Hours a Day, Seven Days a Week and On-Site Installation of Operating System and Hardware		
ArcGIS for Server Basic	1	ArcGIS for Server Basic for One Server with Eight Cores (Includes First Year of Software Maintenance) <i>Pricing does not include a Database Server. Please see page 5 for a Microsoft SQL Database Server option.</i> Shipping and Handling (Included)		
<i>System Package Total</i>			\$30,500.00	
Notes: Total does not include applicable sales tax (see order form). By: Dean Garner at 909-793-2853, ext. 1-4441 Title: Hardware Solution Sales Manager This quotation is made in confidence for your review only. It may not be disclosed to third parties.				

Additional Cost Options Specific to PowerEdge R610 Server Package No. 2 Offer			
ITEM	QTY	DESCRIPTION	PRICE
SAD8	1	Stratus Avance Software 99.99% High Availability with Duplicate Dell PowerEdge R610 Eight Core Server as Configured Above and Installation along with First-Year Stratus Avance Software Maintenance. For Stratus Technologies Service Terms and Conditions for Avance Software, see esri.com/stratusavanceserviceterms .	\$17,400.00
DEWA2		Credit for Decline of Three-Year Four-Hour On-Site Response, 24 Hours a Day, Seven Days a Week Warranty and replace with Standard Three-Year, Next-Business-Day Response Warranty	(-\$600.00)
CRIN		Credit for Decline of Installation of Dell Hardware and Dell Software at time of purchase	(-\$400.00)
DRAC	1	Dell Remote Access Card	\$295.00
Subject to other terms and conditions on attached sheets.			



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Date: October 4, 2011		Dell PowerEdge R710 Microsoft SQL Database Server Solution	
Quotation Number: R710/SQL		Quote valid until January 31, 2012	
		Page 5	
ITEM	QTY	DESCRIPTION	PRICE
104873	1	Dell PowerEdge R710 Rack-Dense Server with One (1) Quad Core Intel Xeon X5687 3.60 GHz Processor, 12 MB Cache, 12 GB RAM (3 x 4 GB Dual Ranked LV RDIMMs), 2 x 146 GB 15000 rpm Serial Attached SCSI (SAS) Disk Drives with RAID 1, and 6 x 900 GB 10000 rpm Serial Attached SCSI (SAS) Disk Drives with RAID 5, PERC H700 Integrated RAID Controller 1 GB NV Cache, DVD+/-RW ROM Drive, Two dual-port Broadcom NetXtreme II 5709 Gigabit Ethernet NIC, 2 x 870W Power Supplies, Windows Server 2008 R2, Standard x64 with 5 CALs, Three-Year Four-Hour On-Site Response 24 Hours a Day, Seven Days a Week and On-Site Installation of Operating System and Hardware	
SQLS	1	Microsoft SQL Server 2008 R2 Standard for Single Socket Shipping and Handling (Included)	
<i>System Package Total</i>			\$19,995.00
Notes: Total does not include applicable sales tax (see order form). By: Dean Garner at 909-793-2853, ext. 1-4441 Title: Hardware Solution Sales Manager This quotation is made in confidence for your review only. It may not be disclosed to third parties.			

Additional Cost Options			
Specific to PowerEdge R710 Microsoft SQL Database Server Offer			
ITEM	QTY	DESCRIPTION	PRICE
SASQ	1	Stratus Avance Software 99.99% High Availability with Duplicate Dell PowerEdge R710 Microsoft SQL Database Server as Configured Above and Installation along with First-Year Stratus Avance Software Maintenance. For Stratus Technologies Service Terms and Conditions for Avance Software, see esri.com/stratusavanceserviceterms .	\$19,995.00
DEWA1		Credit for Decline of Three-Year Four-Hour On-Site Response, 24 Hours a Day, Seven Days a Week Warranty and replace with Standard Three-Year, Next-Business-Day Response Warranty	(-\$900.00)
CRIN		Credit for Decline of Installation of Dell Hardware and Dell Software at time of purchase	(-\$450.00)
Subject to other terms and conditions on attached sheets.			



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Date: October 4, 2011		Training and Installation Options	
Quotation Number: IMS-TROP		Quote valid until January 31, 2012	
		Page 6	
ITEM	QTY	DESCRIPTION	PRICE
126618	1	<i>Introduction to ArcGIS for Server</i> Training Course Two Days, per Person, at Esri	\$1,010.00
115132	1	<i>Introduction to ArcGIS for Server</i> Training Course with Classroom Setup Support—Two Days at Client Site	\$9,090.00
104276	1	<i>ArcGIS for Server Configuration and Tuning for SQL Server</i> Training Course Two Days, per Person, at Esri	\$1,010.00
103881	1	<i>Managing Editing Workflows in the Multiuser Geodatabase</i> Training Course Three Days, per Person, at Esri	\$1,515.00
104686	1	<i>Data Management in the Multiuser Geodatabase</i> Training Course Three Days, per Person, at Esri	\$1,515.00
109051	1	<i>ArcGIS for Server Web Administration Using the Microsoft .NET Framework</i> Training Course Three Days, per Person, at Esri	\$1,515.00
120923	1	<i>Creating Effective Web Applications Using ArcGIS for Server</i> Training Course Two Days, per Person, at Esri	\$1,010.00
120212	1	<i>Building Web Applications Using the ArcGIS API for Flex</i> Training Course Two Days, per Person, at Esri	\$1,010.00
120216	1	<i>Building Web Applications Using the ArcGIS API for Microsoft Silverlight/WPF</i> Training Course Two Days, per Person, at Esri	\$1,010.00
122330	1	Esri ArcGIS for Server Jump Start: The ArcGIS for Server Jump Start provides up to three days of installation and configuration support for ArcGIS for Server Basic software on up to two customer-provided hardware servers. Customers will be provided with a jump-start prerequisite and checklist document prior to the on-site visit. The price includes airfare, hotel, car rental, per diem, and other direct costs. On-site support will be provided at a mutually agreed-upon customer location during one trip within the United States on consecutive business days within a single workweek. By purchasing this service, the customer agrees to the Implementation Services Terms and Conditions (G-363-D Addendum), which shall take precedence over any other terms and the customer's purchase order. If not attached, these Terms and Conditions can be viewed on the web at esri.com/legal/service-agreements.html . Scheduling will be based on resource availability.	\$8,000.00
<p>Notes: Contact Dean Garner at 909-793-2853, ext. 1-4441, for options not found in this promotion or for any questions regarding this offer.</p> <p>By: Dean Garner</p> <p>Title: Hardware Solution Sales Manager</p> <p>This quotation is made in confidence for your review only. It may not be disclosed to third parties.</p>			
Subject to other terms and conditions on attached sheet.			



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ESRI QUOTATION TERMS AND CONDITIONS

This quotation is valid until January 31, 2012. These prices and terms are valid only for items purchased and delivered within the United States excluding Guam, Puerto Rico, and the Virgin Islands.

This quotation information is proprietary and may not be copied or released other than for the express purpose of system selection and purchase. This information may not be given to outside parties or used for any other purpose without written consent from Esri.

ORDER PROCESS

The order process is initiated when Esri receives an original purchase order or some form of advance payment. Several additional documents (e.g., credit application, if not using credit card, and tax exemption certificate) are required to complete the order.

IMPORTANT! Collectively, these documents contain the authorizations and information necessary to ship proper versions of the software on the correct media. Please return them promptly to avoid unnecessary delays in shipping. Please return all documents by mail or express courier or as otherwise directed.

Please show the following remittance address on your purchase order:

Esri, File #54630, Los Angeles, CA 90074-4630

DELIVERY

FOB ORIGIN

Software: Allow 30 days from Esri's receipt of purchase order, signed software license agreement(s), and other documents, as required. Esri software license agreements may be accessed at esri.com/legal.

Hardware: Manufacturer's terms apply. Lead times depend on make/models purchased.

Note: Standard delivery method is surface carrier for hardware. Actual delivery method may vary depending on weight. Other service is available for an additional fee (e.g., overnight delivery).

PAYMENT TERMS

Net 30 days, on approved credit.

WARRANTY

Warranty and service are provided by manufacturer(s).

TAXES

Prices quoted do not include applicable sales or use taxes unless so stated. Esri reserves the right to collect sales tax assessed by states as required by law. Esri will add state sales tax to the invoice unless Esri receives proof with the order that your organization is tax exempt or pays state tax directly.

Esri collects and pays sales tax in Alabama, Arizona, California, Colorado, Connecticut, Florida, Georgia, Hawaii, Illinois, Indiana, Kansas, Maryland, Massachusetts, Michigan, Minnesota, Missouri, Nebraska, Nevada, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Pennsylvania, South Carolina, Tennessee, Texas, Utah, Vermont, Virginia, Washington, and Wisconsin. In preparing your budget, please allow for applicable sales tax. Esri reserves the right to collect sales tax assessed by additional states as required by law.



**Esri/Dell PowerEdge Servers with
ArcGIS® for Server
Basic Offer
Domestic Order Form**

10/4/11

BILL TO	
Organization	
Department	P.O. No.
Address	
Attention	
Phone	Fax
E-mail Address	

ORDERED BY	
Organization	
Date of Order	P.O. No.
Phone	Fax
Contact	Esri Customer No.

SHIP TO	
Organization	
Department	
Address	
Attention	
Phone	Fax
E-mail Address	

Qty.	Description	Unit Package Price	Total
	Package No. 1: Dell PowerEdge R610 with ArcGIS for Server Basic—Four Core Server Solution—Part No. 104871	\$17,900.00	
	Package No. 2: Dell PowerEdge R610 with ArcGIS for Server Basic—Eight Core Server Solution—Part No. 104872	\$30,500.00	
	Dell PowerEdge R710 Microsoft SQL Database Server Solution—Part No. 104873	\$19,995.00	

Optional Items (Enter items and prices below.)		Unit Price	Net Price

Optional Items Total	
Subtotal	
Shipping	Included
Sales Tax*	
Total Due Esri	

THANK YOU FOR YOUR ORDER!

Please attach sheet of additional options and pricing, if necessary.

* Please add appropriate sales tax in the states of AL, AZ, CA, CO, CT, FL, GA, HI, IL, IN, KS, MA, MD, MI, MN, MO, NC, ND, NE, NJ, NM, NV, NY, OH, OK, PA, SC, TN, TX, UT, VA, VT, WA, and WI. Esri reserves the right to correct sales tax rates and/or collect the sales tax assessed by additional states as required by law, without notice. Items may be shipped separately.

FAX YOUR ORDER TO
800-330-7053
ATTN.: Customer Service/Kelly Campos
Esri
380 New York Street • Redlands, CA 92373-8100

NOTES	
<p>A. Orders must be received at Esri by January 31, 2012.</p> <p>B. If submitting a purchase order, a credit application will need to be completed if one is not already on file with Esri.</p> <p>C. ArcGIS for Server requires a signed license agreement or license amendment for current users.</p>	<p>PAYMENT OPTIONS:</p> <p>(a) Enclose a check payable to Esri with this form.</p> <p>(b) Enclose a completed purchase order with this form.</p> <p>We will not ship without payment or purchase order enclosed. Acceptance of purchase order is based on credit approval.</p>



IN-HOUSE USE
ORIGINATED BY _____ DEPT. _____ PHONE _____ CLIENT'S REQUEST \$ _____

**ESRI
CREDIT APPLICATION
COMPANY INFORMATION**

COMPANY NAME: _____ TELEPHONE: _____
DBA: _____ FAX: _____
ADDRESS: _____ CONTACT: _____

TAX EXEMPT: YES/NO. IF YES, PLEASE ATTACH COPY
OF EXEMPTION CERTIFICATES FOR ALL STATES.
LENGTH OF TIME IN BUSINESS: _____ FEDERAL ID NO.: _____
NUMBER OF EMPLOYEES: _____

CORPORATION _____ PROPRIETORSHIP _____ PARTNERSHIP
IF A CORPORATION, IN WHAT STATE INCORPORATED: _____
DATE OF INCORPORATION: _____
PRESIDENT: _____ VICE PRESIDENT: _____
PARTNER'S NAME(S): _____
PERSONS WITH CORPORATE SIGNATORY AUTHORITY: _____

COMPANY CLASSIFICATION: _____ FORTUNE 500 _____ UNIVERSITY, COLLEGE, OR PUBLIC SCHOOLS

LOCAL, STATE, OR FEDERAL GOVERNMENT _____ NONE OF THE ABOVE
BRIEFLY DESCRIBE YOUR COMPANY'S FUNCTION: _____

BANK REFERENCE

(Please list all banks and banking account numbers; attach additional pages if necessary.)

BANK NAME: _____ TELEPHONE: _____
ADDRESS: _____ CONTACT: _____

CHECKING ACCOUNT NO.: _____
OTHER ACCOUNT NO.: _____
LOAN NO.: _____

VENDOR REFERENCE

(PROVIDE 5)

NAME: _____ NAME: _____
ADDRESS: _____ ADDRESS: _____

TELEPHONE: _____ TELEPHONE: _____

NAME: _____ NAME: _____
ADDRESS: _____ ADDRESS: _____

TELEPHONE: _____ TELEPHONE: _____

NAME: _____
ADDRESS: _____

TELEPHONE: _____

ESRI PAYMENT POLICY:

NET 30 DAYS, 1.5 PERCENT LATE FEE PER MONTH AFTER 30 DAYS

BY SIGNING BELOW, COMPANY CERTIFIES AND ATTESTS FINANCIAL RESPONSIBILITY FOR ANY AND ALL CORRECT ESRI INVOICES TO COMPANY AND ITS ABILITY TO PAY SUCH INVOICES IN ACCORDANCE WITH ESRI'S PAYMENT POLICY. COMPANY FURTHER AGREES TO PAY REASONABLE ATTORNEY'S FEES, PLUS INTEREST, IN THE EVENT OF DEFAULT IN PAYMENTS IN COMPLIANCE WITH ESRI POLICY. THE INFORMATION CONTAINED HEREIN IS ONLY FOR THE PURPOSE OF OBTAINING CREDIT AND AUTHORIZES ESRI TO OBTAIN INFORMATION CONCERNING COMPANY'S CREDIT STANDING.

PLEASE FAX TO ESRI CREDIT ANALYST AT 909-307-3031 AND MAIL ORIGINAL.

BY: _____ DATE: _____