



AN ESRI
WHITE PAPER

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Esri and FITARA Compliance

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Esri and FITARA Compliance

Executive Summary

The Federal Information Technology Acquisition Reform Act (FITARA) requires agencies to streamline their IT procurement process and adopt best practices for software purchases. To do this, government agencies need the support of vendors that comply with FITARA requirements. As one of the first companies to become FITARA compliant, Esri can help agencies meet their FITARA objectives and reduce the cost of their geospatial software and services.

The Benefits of FITARA Compliance

In June 2016, the White House and the Office of Management and Budget (OMB) issued a memorandum instructing agencies to look first at FITARA-compliant companies when acquiring new software.¹ Esri is FITARA compliant, and, as a result, we are providing new purchasing agreements that deliver greater cost savings, flexibility, and agility to federal customers.

We are aligned with the federal government's emphasis on commercial off-the-shelf (COTS) software and the use of best-in-class software purchasing solutions, including enterprise license agreements (ELAs). We can help you reduce the cost of your geospatial software and services, and we can even assist you with migrating to the appropriate purchasing contract.

We worked with GSA and OMB in 2015 and became one of the first industry partners to be awarded a FITARA Addendum through our GSA schedules. The Esri FITARA Addendum extends significant discounts to ELA and non-ELA customers based on annual Government-wide expenditures, providing agencies with lower pricing and higher aggregate discounts on purchases.

Benefits for ELA Customers

Esri's FITARA Addendum provides that Esri's ELA contracts are best-in-class software purchasing solutions that streamline procurement and reduce costs. Esri's FITARA Addendum provides for the possibility of further discounts to Esri's ELA contracts -designed to take advantage of government-wide buying power and provide additional cost savings for software licensing, maintenance, services, and training. Regardless of size agencies can access these discounts by modifying their ELA contract to reference FITARA.

Beginning in January 2017, and annually thereafter, Esri will set a FITARA discount rate to be applied to participating agency ELA payments. This discount will be determined by the total annual ELA payments of participating agencies during the preceding year. Existing ELA contracts will not need to be renegotiated—but the FITARA discount will be applied to existing ELA payments.

The FITARA Addendum also provides for discounts for indefinite delivery/indefinite quantity (IDIQ) purchases by participating agency ELA customers of software and maintenance, Training and Professional Services, effective immediately.

¹ M-16-12, "Memorandum for the Heads of Departments and Agencies," https://www.whitehouse.gov/sites/default/files/omb/memoranda/2016/m-16-12_1.pdf

Under the FITARA Addendum additional ELA benefits will also include the following:

- Access to Premium/Secure Support Services
- Access to technical advisers
- Access to Esri's Disaster Response Program
- Unlimited Access to Self-Paced E-Learning
- Access to curriculum advisers
- Personal/Home Use licenses

Importantly, Esri's FITARA Addendum supports FITARA objectives while allowing individual agencies to maintain their own direct contractual relationship with Esri.

Benefits for Non-ELA Customers

Agencies not yet having an Esri ELA can also use Esri's FITARA addendum as a procurement framework providing significant cost savings for software licensing, maintenance, and subscriptions. Importantly, this allows non-ELA customers to also benefit from leveraging Government-wide buying power, which is core to FITARA's objectives.

Starting January 2016, Esri has been providing discounts to non-ELA customers as part of our FITARA Addendum. Future non-ELA FITARA discount rates will be determined annually based on the total volume of annual non-ELA software and maintenance spending during the preceding year by participating federal agencies.

To access these non-ELA discounts, agencies simply need to reference Esri's FITARA Addendum on their purchase order. Esri can provide you with the necessary language for your own purchase orders. In addition, we will alert customers to these discount opportunities if they are not already aware of our FITARA Addendum.

What's Next

Esri has already developed FITARA-compliant purchasing agreements for geospatial software and services. As a result, we have the experience necessary to partner with you as you begin your own transition. Our staff can help you migrate to a FITARA-compliant purchasing agreement that follows best practices for procurement and leads to increased savings.

For more information about Esri and FITARA, please visit our federal procurement and purchasing website at go.esri.com/fitara. Esri provides contract details, informational videos, and other resources for understanding how our FITARA-compliant purchasing agreements will help you fulfill your mandates and achieve the benefits afforded by FITARA.



Understanding our world.

Esri inspires and enables people to positively impact their future through a deeper, geographic understanding of the changing world around them.

Governments, industry leaders, academics, and nongovernmental organizations trust us to connect them with the analytic knowledge they need to make the critical decisions that shape the planet. For more than 40 years, Esri has cultivated collaborative relationships with partners who share our commitment to solving earth's most pressing challenges with geographic expertise and rational resolve. Today, we believe that geography is at the heart of a more resilient and sustainable future. Creating responsible products and solutions drives our passion for improving quality of life everywhere.



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