

**REQUEST FOR QUOTATION (RFQ)
FOR
Environmental Systems Research Institute (ESRI)
Non-Exclusive Products**

**Issued by the
State of New Jersey
Office of Information Technology
Office of Geographic Information Systems**

Date Issued: April 18, 2006

Responses Due by: May 16, 2006 at 2:00pm EST

**REQUEST FOR QUOTATION (RFQ)
FOR
Environmental Systems Research Institute (ESRI)
Non-Exclusive Products**

I. PURPOSE AND INTENT

Geographic information system (GIS) software from ESRI is used throughout New Jersey state and local government for mapping and managing a wide range of spatial information. ESRI technology is the State of New Jersey's preferred GIS software platform.

The purpose of this RFQ is to solicit bid proposals from ESRI value-added resellers authorized to sell ESRI Non-Exclusive software products to the State of New Jersey and members of Cooperative Purchasing, i.e., local government entities. This will be a three-year contract.

II. MINIMUM REQUIREMENTS

1. Bidder(s) must be authorized to sell ESRI Non-Exclusive software products in the State of New Jersey. Bidder(s) must submit a letter of authorization from ESRI (unless the bidder is the manufacturer).

2. Attached to these specifications is a Price Sheet containing five (5) line items for ESRI Non-Exclusive products. Bidder(s) must provide one (1) discount for each line item. Bidder(s) must bid all lines (1-5) in order to be eligible for a contract award. All discounts must be applied against the ESRI Price List for Non-Exclusive Products in effect on March 21, 2006. A copy of the ESRI Price List must accompany the bid submission.

Line 00001- Bidder(s) must bid one (1) discount for all products listed under ESRI Non-Exclusive ArcGIS Desktop Products.

Line 00002- Bidder(s) must bid one (1) discount for all products listed under ESRI Non-Exclusive ArcGIS Developer Products.

Line 00003- Bidder(s) must bid one (1) discount for all products listed under ESRI Non-Exclusive ArcGIS Server Products.

Line 00004- Bidder(s) must bid one (1) discount for all products listed under ESRI Non-Exclusive ArcWeb Services.

Line 00005- Bidder(s) must bid one (1) discount for all products listed under ESRI Non-Exclusive ArcGIS Mobile Products.

III. PROPOSAL SUBMISSION

An original and three (3) copies of each proposal must be marked “**Environmental Systems Research Institute (ESRI) Non-Exclusive Products**” and addressed to:

**Suzanne Hess
State Contract Manager**

Proposals must be received by May 16, 2006 at 2:00 p.m. Eastern Standard Time to the following address:

Overnight Mail

State of New Jersey
Office of Information Technology
Office of Geographic Information Systems
200 Riverview Plaza, 3rd Floor
Trenton, NJ 08625-0212
Attn: Suzanne Hess

Regular Mail

State of New Jersey
Office of Information Technology
Office of Geographic Information Systems
P.O. Box 212
Trenton, NJ 08625-0212
Attn: Suzanne Hess

Faxed proposals will **not** be accepted.

NOTE: In compliance with Executive Order No. 129 issued September 9, 2004 each firm submitting a response to this RFQ is required to indicate in their proposal the location by country where services under the contract will be performed.

FURTHER NOTE: On September 22, 2004 Executive Order 134, was issued, limiting the ability of State agencies and independent authorities to enter into contracts with business entities that have made certain political contributions. The effective date of this Executive Order is October 15, 2004. The Certification and Disclosure form must be submitted prior to contract award.

All documents/information submitted in response to this solicitation shall be available to the general public as required by the New Jersey Open Public Records Act NJSA 47:1A-1 et seq. Communications with representatives of the State concerning this request by you or on your behalf are not permitted during the submission and selection processes.

No telephone inquires will be accepted. All inquiries concerning this request should be directed in writing to:

Suzanne Hess
State of New Jersey
Office of Information Technology
Office of GIS
P.O. Box 212
Trenton, NJ 08625-0212
Fax: 609-633-0200

The State will not be responsible for any expenses in the preparation and/or presentation of the proposals and oral interviews or for the disclosure of any information or material received in connection with the solicitation, whether by negligence or otherwise.

The State reserves the right to reject any and all proposals, with or without cause, and waive any irregularities or informalities in the proposals. The State further reserves the right to make such investigations as it deems necessary as to the qualifications of any and all firms submitting proposals. In the event that all proposals are rejected, the State reserves the right to re-solicit proposals.

IV. GENERAL INFORMATION

Background:

The State of New Jersey and members of Cooperative Purchasing have an installed base of ESRI products. In order to streamline the purchase and implementation of ESRI products and meet current and projected user agency needs, the RFQ is structured to solicit bid proposals from authorized value-added resellers of ESRI products in the State of New Jersey.

V. SCOPE OF SERVICES

After the awards are made, State agencies and participants in the Cooperative Purchasing Program will be able to obtain quotes from the vendor. The vendor will supply ESRI products as necessary and will invoice the individual agencies. All pricing will include the cost of shipping and delivery to the agencies.

The vendor will be required to provide contract users with a written quote showing each item being quoted, the ESRI retail price, the percent discount, and the contract price. All quotes must be provided within three (3) business days from request.

If a new product is introduced, or a current product is discontinued, updated or replaced by a new product, and the vendor wishes to offer the product under their contract, a Request for Product Update must be made in writing to the New Jersey Office of Information Technology with the following stipulations:

1. The vendor shall submit a written request to Suzanne Hess at the New Jersey Office of Information Technology, Office of Geographic Information Systems, 200 Riverview Plaza, P.O. Box 212, Trenton, NJ, 08625-0212. An original and one copy must be submitted.
2. The percentage discount off the ESRI Price List for the appropriate line item awarded must be extended to all product updates.
3. All product updates must be approved in writing by the New Jersey Office of Information Technology before being offered to any agencies. No request for substitution will be considered within 60 days of contract expiration.

VI. MANDATORY CONTENTS OF PROPOSAL

a. Conflict of Interest

- 1) Identify any existing or potential conflicts of interest, as well as the firm's representation of parties or other relationships that might be considered a conflict of interest, that may affect or involve this assignment or the State of New Jersey.

b. Experience and Personnel

- 1) An Executive summary of not more than three pages identifying and substantiating why your firm is best qualified to provide the requested services. Please address what it is that your firm offers to the State that competing firms cannot.
- 2) A description of resources of the firm (i.e., background, location, experience, staff resources, financial resources, other resources, etc.).
- 3) If your firm, or any principle, director or officer thereof, is now or has in the last three years been a defendant in any litigation involving a sum of \$100,000 or more, the subject of any professional disciplinary action, and/or is or has been the subject of any investigation, you must provide a description of any such investigation, litigation and/or disciplinary action.
- 4) Preparer's Information: Provide the name and address of the firm, the name, telephone number, fax number, and e-mail address of individual or individuals responsible for the preparation of this proposal who may be contacted in the event of questions or notification, and the location of the office, if other than that shown above at which the services to be provided hereunder will be performed.
- 5) Provide a copy of a valid business registration in New Jersey.
- 6) Indicate the location by country where services will be performed.
- 7) All documents listed in Section XIII must be completed and submitted with the bid proposal.

VII. SELECTION PROCESS

All proposals will be reviewed to determine responsiveness. Non-responsive proposals will be rejected without evaluation. Responsive proposals will be evaluated by an Evaluation Committee. The following evaluation criteria categories, separate or

combined in some manner, and not necessarily listed in order of significance, will be used to evaluate proposals received in response to this RFQ.

- The firm's general approach and plans in meeting the requirements of this RFQ.
- The firm's detailed approach and plans to perform the services required by the Scope of Services contained in this RFQ.
- The firm's documented experience in successfully completing contracts of a similar size and scope to those required by this RFQ.
- The qualifications and experience of the firm's management, supervisory or other key personnel assigned to the engagement, with emphasis on documented experience in successfully completing work on contracts of similar size and scope to the services required by this RFQ.
- The overall ability of the firm to mobilize, undertake and successfully complete the Agreement. This judgment will include, but not be limited to the following factors: the number and qualifications of management, supervisory and other staff proposed by the firm to perform the services required by this RFQ; the availability and commitment to the Agreement of the firm's management, supervisory and other staff proposed; the firm's contract management plan, including the firm's contract organizational chart.
- The firm's cost proposal.

VIII. FEES:

All prices and discounts, for the purposes of this RFQ, are based on the ESRI Price List for Non-Exclusive Products in effect on March 21, 2006.

IX. INTERVIEW

The State reserves the right to interview any or all of the firms submitting a proposal. Although interviews may take place, the proposal should be comprehensive and complete on their face value. The State reserves the right to request clarifying information subsequent to submission of the proposal.

X. FIRM SELECTION AND CONTRACT

The State will select the proposal(s) deemed most advantageous to the State, price and other factors considered.

The contract between the State and the firm(s) shall be comprised of this RFQ, any clarifications thereof, the firm's response thereto, any changes negotiated by the parties

and the documents listed in Section XIII (Miscellaneous). Such contract can only be modified in a writing signed by the parties.

XI. NJ PRESENCE

Describe your firm's presence in New Jersey.

XII. SMALL BUSINESS SET-ASIDE PROGRAM

State whether your firm is registered as a Small Business Enterprise with the New Jersey Commerce and Economic Growth Commission.

XIII. MISCELLANEOUS

The documents listed below must be completed and submitted with the bid proposal. Purchase Bureau forms can be downloaded from the Department of Treasury website: <http://www.state.nj.us/treasury/forms.html#pb>

- Ownership Disclosure
- MacBride Principles and Northern Ireland Act of 1989
- Affirmative Action Employee Information Report
- Waivered Terms and Conditions for Services Contracts
- Vendor Certification - Executive Order #36 Compliance
- Vendor Certification - Executive Order #129 Compliance
- Vendor Certification under Public Law 2005, Chapter 51 (formerly Executive Order #134)
- Vendor Certification under Public Law 2005, Chapter 271

NOTE: A copy of a valid New Jersey Business Registration must be submitted. If not already registered with the New Jersey Division of Revenue, registration can be completed on line at the Division of Revenue website: <http://www.state.nj.us/treasury/revenue/index.html>

**Environmental Systems Research Institute (ESRI)
Price List Non-Exclusive Products- March 21, 2006**

Seth Van Aken, 1400 Morris Dr., Chesterbrook PA 19087, 610-644-3374x13, svanaken@esri.com

Line 00001 - ESRI Non-exclusive ArcGIS Desktop Products		
Part #	Product Description	Price
93198	ArcView 9.x Single Use License	\$1,500.00
93198-2	ArcView 9.x Single Use License 2-10	\$1,350.00
93198-11	ArcView 9.x Single Use License 11-20	\$1,100.00
93198-21	ArcView 9.x Single Use License 21-50	\$1,000.00
87143	ArcView 9.x Concurrent Use License	\$3,500.00
87143-2	ArcView 9.x Concurrent Use License 2-10	\$3,150.00
87143-11	ArcView 9.x Concurrent Use License 11-20	\$2,800.00
87143-21	ArcView 9.x Concurrent Use License 21-50	\$2,500.00
88282	ArcGIS Spatial Analyst Concurrent or Single Use License	\$2,500.00
88282-2	ArcGIS Spatial Analyst Concurrent or Single Use License 2-10	\$2,250.00
88282-11	ArcGIS Spatial Analyst Concurrent or Single Use License 11-20	\$2,000.00
88282-21	ArcGIS Spatial Analyst Concurrent or Single Use License 21-50	\$1,800.00
88283	ArcGIS 3D Analyst Concurrent or Single Use License	\$2,500.00
88283-2	ArcGIS 3D Analyst Concurrent or Single Use License 2-10	\$2,250.00
88283-11	ArcGIS 3D Analyst Concurrent or Single Use License 11-20	\$2,000.00
88283-21	ArcGIS 3D Analyst Concurrent or Single Use License 21-50	\$1,800.00
88284	ArcGIS Geostatistical Analyst Concurrent or Single Use License	\$2,500.00
88284-2	ArcGIS Geostatistical Analyst Concurrent or Single Use License 2-10	\$2,250.00
88284-11	ArcGIS Geostatistical Analyst Concurrent or Single Use License 11-20	\$2,000.00
88284-21	ArcGIS Geostatistical Analyst Concurrent or Single Use License 21-50	\$1,800.00
92622	ArcGIS Survey Analyst Concurrent or Single Use License	\$2,500.00
92622-2	ArcGIS Survey Analyst Concurrent or Single Use License 2-10	\$2,250.00
92622-11	ArcGIS Survey Analyst Concurrent or Single Use License 11-20	\$2,000.00
92622-21	ArcGIS Survey Analyst Concurrent or Single Use License 21-50	\$1,800.00
91605	ArcGIS Tracking Analyst Concurrent or Single Use License	\$2,500.00
91605-2	ArcGIS Tracking Analyst Concurrent or Single Use License 2-10	\$2,250.00
91605-11	ArcGIS Tracking Analyst Concurrent or Single Use License 11-20	\$2,000.00
91605-21	ArcGIS Tracking Analyst Concurrent or Single Use License 21-50	\$1,800.00
NP-114	ArcGIS Tracking Analyst Upgrade 1.x to 8.x	\$600.00
97282	ArcGIS Maplex for ArcView & ArcEditor, Single or Concurrent Use License	\$2,500.00
97282-2	ArcGIS Maplex for ArcView & ArcEditor, Single or Concurrent Use License 2-10	\$2,250.00
97282-11	ArcGIS Maplex for ArcView & ArcEditor, Single or Concurrent Use License 11-20	\$2,000.00
97282-21	ArcGIS Maplex for ArcView & ArcEditor, Single or Concurrent Use License 21-50	\$1,800.00
90321	ArcGIS Publisher Concurrent or Single Use License	\$2,500.00
90321-2	ArcGIS Publisher Concurrent or Single Use License 2-10	\$2,250.00
90321-11	ArcGIS Publisher Concurrent or Single Use License 11-20	\$2,000.00
90321-21	ArcGIS Publisher Concurrent or Single Use License 21-50	\$1,800.00
98133	ArcGIS Data Interoperability Extensions Single or Concurrent Use License	\$2,500.00
98133-2	ArcGIS Data Interoperability Extensions Single or Concurrent Use License, 2-10	\$2,250.00
98133-11	ArcGIS Data Interoperability Extensions Single or Concurrent Use License, 11-20	\$2,000.00
98133-21	ArcGIS Data Interoperability Extensions Single or Concurrent Use License, 21-50	\$1,800.00
99736	ArcGIS Network Analyst Single or Concurrent Use License	\$2,500.00
99736-2	ArcGIS Network Analyst Single or Concurrent Use License 2-10	\$2,250.00
99736-11	ArcGIS Network Analyst Single or Concurrent Use License 11-20	\$2,000.00
99736-21	ArcGIS Network Analyst Single or Concurrent Use License 21-50	\$1,800.00
100477	ArcGIS Schematic Single or Concurrent Use License	\$2,500.00
100477-2	ArcGIS Schematic Single or Concurrent Use License 2-10	\$2,250.00
100477-11	ArcGIS Schematic Single or Concurrent Use License 11-20	\$2,000.00
100477-21	ArcGIS Schematic Single or Concurrent Use License 21-50	\$1,800.00
93870	ArcScan for ArcView Single or Concurrent Use License	\$2,500.00
93870-2	ArcScan for ArcView Single or Concurrent Use License 2-10	\$2,250.00
93870-11	ArcScan for ArcView Single or Concurrent Use License 11-20	\$2,000.00
93870-21	ArcScan for ArcView Single or Concurrent Use License 21-50	\$1,800.00
100613	ArcGIS Business Analyst Extension- One Region Dataset(6 states)--Includes Business Analyst Extension, ArcGIS Network Analyst Extension, Full data set including ESRI BIS demographic data, Teleatlas Dynamap/Transportation v. 7.0 w/ Group 1 geocoder, infoUSA business listing, One Year of Maintenance Included (Does not include core ArcGIS Software, to be purchased seperately)	\$13,495.00
101436	ArcGIS Business Analyst Extension - One State Dataset--Includes Business Analyst Extension, ArcGIS Network Analyst Extension, Full data set including ESRI BIS demographic data, Teleatlas Dynamap/Transportation v. 7.0 w/ Group 1 geocoder, infoUSA business listing, One Year of Maintenance Included (Does not include core ArcGIS Software, to be purchased seperately)	\$8,495.00
94949	ArcLogistics Route Federal and State Licensing, 1-5	\$9,600.00
93043	ArcLogistics Route Local Government, Single User License	\$6,000.00
85336	ArcLogistics Route Federal and State Government, Additional Service Area	\$2,000.00

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Line 00002 - ESRI Non-exclusive ArcGIS Developer Products		
Part #	Product Description	Price
97215	ArcGIS Engine Developer Kit License	\$5,000.00
97448	Additional ArcGIS Engine Developer Kit License	\$3,000.00
97449	Standard ArcGIS Engine Runtime License	\$500.00
97190	ArcGIS Engine Runtime 3D License Extension	\$1,000.00
97191	ArcGIS Engine Runtime Spatial License Extension	\$1,000.00
97192	ArcGIS Engine Runtime Enterprise Geodatabase (GDB) Update License Extension	\$1,000.00
92223	MapObjects Windows Developers Kit (includes 1 Developer License and 50 Deployments)	\$5,000.00
92228	MapObjects Windows Additional Developers License	\$1,000.00
99552	MapObjects Windows Deployment Licenses, 25 Pak	\$2,500.00
95930	MapObjects Java Developers Kit (includes 1 Developer License and 50 Deployments)	\$5,000.00
99553	MapObjects Java Deployments, 25 Pak	\$2,500.00
Line 00003 - ESRI Non-exclusive ArcGIS Server Products		
Part #	Product Description	Price
97553	ArcIMS Standard Edition - One Server 2 CPU License	\$10,000.00
97535	ArcIMS Standard Edition Additional CPU License	\$5,000.00
97539	ArcIMS Windows small local government(SLG) Edition Server/CPU License for One Server and up to 2 CPUs(Available to local governments w/ population less than 25,000, 1 SLG license per jurisdiction)	\$5,000.00
97541	Upgrade of ArcIMS SLG License to Regular ArcIMS License	\$5,000.00
97546	ArcIMS Data Delivery Extension 1 Server 2 CPUs License	\$5,000.00
97548	ArcIMS Data Delivery Extension Additional CPU License	\$2,500.00
97732	ArcIMS Route Server License for 1 Server and 2 CPUs	\$3,000.00
89293	ArcIMS Route Server Additional CPU	\$1,500.00
100459	ArcIMS Route Server Data Pack - Tele Atlas North America (USA and Canada) License for up to 5,000,000 transactions, no updates	\$10,000.00
100505	ArcIMS Route Server Data Pack - Tele Atlas North America (USA and Canada) License for up to 20,000,000 transactions, semi-annual updates	\$25,000.00
100507	ArcIMS Route Server Data Pack - NAVTEQ North America (USA & Canada) Data License for one Server and 2 CPUs	\$18,000.00
100508	Data Pack - NAVTEQ North America (USA & Canada) Data Additional CPU License	\$3,000.00
100623	Data Pack- NAVTEQ North America (USA & Canada) Data Update Fee for One Server and Two CPUs	\$3,600.00
100625	Data Pack- NAVTEQ North America (USA & Canada) Data Additional CPU Update Fee	\$600.00
96260	RouteMap IMS Server/CPU License - Includes RouteMAP IMS 2 Software and Internet Deployment License for One Server and First CPU	\$3,000.00
96271	RouteMap IMS 2 Additional CPU License - RouteMAP IMS 2 Internet Deployment License for Additional CPU on a Server Licensed for Routemap IMS	\$500.00
99723	Data Pack-North America for RouteMap IMS, Server/CPU License - Includes Data Pack-USA, Canada and Puerto Rico. Software and Internet Deployment License for One Server and First CPU	\$6,500.00
97454	Data Pack-North America for RouteMap IMS, Server/CPU License - Includes Data Pack-USA, Canada and Puerto Rico. Software and Internet Deployment License for an Additional CPU on a server licensed for Data Pack North America	\$500.00
Line 00004 - ESRI Non-Exclusive ArcWeb Services		
Part #	Product Description	Price
94191	ArcWeb Services, Block of 100,000 credits, annual subscription, Quantity 1-9	\$1,250.00
94191-2	ArcWeb Services, Block of 100,000 credits, annual subscription, Quantity 10-19	\$1,187.00
94191-3	ArcWeb Services, Block of 100,000 credits, annual subscription, Quantity 20-49	\$1,125.00
94191-4	ArcWeb Services, Block of 100,000 credits, annual subscription, Quantity 50-99	\$1,062.00

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Price List Non-Exclusive Products- March 21, 2006
Seth Van Aken, 1400 Morris Dr., Chesterbrook PA 19087, 610-644-3374x13, svanaken@esri.com

Line 00005 - ESRI Non-exclusive ArcGIS Mobile Products		
Part #	Product Description	Price
93754	ArcPAD	\$495.00
93754-2	ArcPAD 2-10	\$450.00
93754-11	ArcPAD 11-25	\$400.00
93754-26	ArcPAD 26-50	\$350.00
93754-51	ArcPAD 51-100	\$300.00
93754-101	ArcPAD 101+	\$250.00
93757	ArcPAD Application Builder	\$1,500.00
93757-2	ArcPAD Application Builder 2-5 each	\$1,350.00
102100	ArcPAD 7.x Upgrade from ArcPAD 5.x/6.x	\$145.00
94566	GPS Correct for ArcPAD	\$495.00
94568	ArcPAD/Trimble GeoXM Bundle	\$3,150.00
94569	ArcPAD Application Builder with Trimble GeoXM Bundle	\$3,995.00
94570	ArcPAD/Trimble GeoXT Bundle	\$4,650.00
94571	ArcPAD Application Builder with Trimble GeoXT Bundle	\$5,500.00
100905	ArcPAD and Trimble Recon PDA	\$1,800.00
100906	ArcPAD Application Builder and Trimble Recon PDA	\$2,650.00
100891	ArcPAD and Trimble Recon PDA with GPS ProXT	\$4,600.00
100894	ArcPAD and Trimble Recon PDA with GPS ProXH	\$5,500.00
102219	ArcPAD/Trimble GeoXH Bundle	\$5,600.00
102226	ArcPAD Application Builder with Trimble GeoXH Bundle	\$6,450.00
100124	ArcPAD/Xplore Rugged Tablet PC Bundle	\$3,900.00
100125	ArcPAD Application Builder with Xplore Rugged Tablet PC Bundle	\$4,750.00
101518	ArcPAD with Thales MobileMapper CE	\$2,995.00
101519	ArcPAD Application Builder with Thales MobileMapper CE	\$3,850.00