

## INDEPENDENT COST ESTIMATE (ICE) AND PRICE REASONABILITY DETERMINATION

**Date of Estimate:** January 12, 2026

### Description of Goods/Services:

Esri Small Municipal and County Government Enterprise Agreement

### Procurement Type

- New Procurement
- Contract Modification (Change Order)
- Exercise of Option

### Method of Obtaining Estimate

- Published Price List
- Historical Pricing
- Comparable Purchases by Other Agencies
- Engineering or Technical Estimate
- Independent Third-Party Estimate
- Other (specify): \_\_\_\_\_
- Pre-established pricing resulting from competition

### Explanation

An Independent Cost Estimate (ICE) was prepared to evaluate the reasonableness of the proposed three-year ESRI Small Municipal and County Government Enterprise Agreement prior to contract approval. Because ESRI software is proprietary and offered through a standardized government enterprise licensing program, pricing is not established through traditional competitive bidding. Accordingly, the ICE relies on benchmarking against publicly available ESRI enterprise agreements approved by comparable California public agencies, in addition to review of historical pricing and the ESRI programmatic pricing structure.

### Summary of California Examples for ICE Benchmarking

Agency / Jurisdiction	Term	Total Contract Amount	Notes
City of Sacramento	3 years	\$888,000	Enterprise Agreement: Metropolitan
City of Anaheim	3 years	\$450,000	Enterprise Agreement: Metropolitan
City of Simi Valley	3 years	\$225,300	Enterprise Agreement: Small Municipal
Mendocino County	3 years	\$180,900	Enterprise Agreement: Small Municipal
Placer County	3 years	\$866,000	Enterprise Agreement: Metropolitan
Tehama County	3 years	\$160,300	Enterprise Agreement: Small Municipal

## **Price Reasonableness Determination**

Based on the comparison above, the proposed Tehama County Transportation Commission agreement totaling \$160,300 over three years falls at the low end of the range for California public agencies utilizing ESRI Small Municipal and County Government Enterprise Agreements. When adjusted for scale and scope, the proposed pricing is consistent with ESRI's standardized government pricing structure and is determined to be fair and reasonable.

## **Concurrence and Approval**

I have reviewed the Independent Cost Estimate (ICE) and Price Reasonableness Determination for the proposed ESRI Small Municipal and County Government Enterprise Agreement and concur that the pricing has been evaluated in accordance with applicable procurement requirements. Based on the analysis and benchmarking against comparable public agency agreements, I find the proposed cost to be fair and reasonable and support proceeding with the procurement as proposed.

### **Concurred By:**

#### **Tom Provine**

Interim Executive Director  
Tehama County Transportation Commission  
Date: \_\_\_\_\_

### **Reviewed and Concurred:**

#### **Debbie Schmidt**

Senior Buyer, Purchasing  
County of Tehama  
Date: \_\_\_\_\_