

## SOLE SOURCE DETERMINATION

The Purchasing Division has been requested to approve a sole source purchase for the commodity or service described below. Pursuant to West Virginia Code 5A-3-10c, the Purchasing Division is attempting to determine whether the commodity or service is sole source procurement. If you believe your company meets the required experience and qualification criteria stated below, please e-mail the Purchasing Division Buyer at [Shelly.L.Murray@wv.gov](mailto:Shelly.L.Murray@wv.gov) with a copy to [Ron.N.Price@wv.gov](mailto:Ron.N.Price@wv.gov) to express your interest in the project. Please forward any and all information that will support your company's compliance with required qualification and eligibility criteria along with any other pertinent information relative to this project to the Purchasing Division no later than 09/04/2009.

**Requisition Number:** EDD324706    **Department/Agency:** WVDE

### Detailed Description of Project:

Acquire K-12 statewide license for a period of three years for Geospatial software from ESRI, (software application is named ArcView) for use in West Virginia elementary, middle and secondary schools.

### Proposed Sole Source Vendor:

Environmental Systems Research Institute  
380 New York Street  
Redlands, CA 92373-8100  
Phone: 909-793-2853  
FAX: 909-793-5953

### Specific Eligibility Criteria:

Geospatial software must be real-world in application so that students will acquire the skills to use the software in the K-12 school system, and be prepared to practice these same skills in other venues outside the K-12 system such as post-secondary education, job opportunities in corporate or public agencies, government agencies and/or non-profit organizations that use this same software.

### Specific Qualification Criteria:

This vendor's product (ArcView) is the most widely accepted application in this niche market with approximately 80% market share of all GIS users worldwide. Reasons for their wide acceptance include the following software capabilities:

1. Be real-world applicable,

2. Carry students into real-world job opportunities when those opportunities avail themselves,
3. Be used by outside agencies that could offer students job opportunities using this same software,
4. Offer technical support and professional development opportunities for educators who are utilizing the software,
5. Have a direct connection between the classroom and work,
6. Must be the same geospatial software used by higher education agencies so that students will have the skills to use the software if/when they continue with their post-secondary education.

Additionally, they offer substantial professional development tailored for use by classroom teachers in order that they both introduce new users and provide training on the application of their product. None of the other GIS providers has this unique combination of both wide usage in the real world and student/teacher training.