



MARION COUNTY BOARD OF COMMISSIONERS

Board Session Agenda Review Form

Meeting date: January 29, 2025

Department: Assessor's Office

Title: Aerial Imagery for GIS Imagery Data

Management Update/Work Session Date: January 14, 2025 Audio/Visual aids

Time Required: 15 minutes Contact: Tom Rohlfiing Phone: 503-551-5920

Requested Action: The department is seeking approval of a Sole Source Determination to establish a contract with EagleView for aerial imagery services over a two-year period.

Issue, Description & Background: The County has been contracting with EagleView for aerial imagery services under Oregon Master Services Agreement #7539 (MSA). The State of Oregon Department of Administrative Services (DAS) is currently working on renewing the MSA which expired in November, 2023. EagleView services include ortho mosaic and oblique imagery captures, hosting services, and their Connect Explorer web platform and APIs (Connect) for viewing the imagery. County has acquired four separate imagery captures since 2016, and the next scheduled capture is for Spring 2025 to meet the business requirement of bi-annual, leaf-off imagery.

Financial Impacts: The project has a budgeted annual amount of \$137,965.00, and total of \$275,930.

Impacts to Department & External Agencies: No known impacts

List of attachments: Sole Source Determination Request, Request for Information & Brand Name Specifications

Presenter: Tom Rohlfiing

Department Head Signature: Tom Rohlfiing  
F2DBE74778743C...



# SOLE SOURCE DETERMINATION

AO1616-24

for

## Aerial Imagery for GIS Imagery Data

### 1. PURPOSE

Marion County Assessor's Office (County) is conducting a Sole Source Procurement pursuant to ORS 279B.075 and MCPCR 20-0275.

If approved, the County intends to award a contract to EagleView (dba Pictometry International Corp.) for aerial imagery services. The term of the Contract is anticipated to be two years.

### 2. BACKGROUND

County has been contracting with EagleView for aerial imagery services under Oregon Master Services Agreement #7539 (MSA). Services include ortho mosaic and oblique imagery captures, hosting services, and their Connect Explorer web platform and APIs (Connect) for viewing the imagery.

County has acquired four separate imagery captures since 2016, and the next scheduled capture is for Spring 2025 to meet the business requirement of bi-annual, leaf-off imagery. The State of Oregon Department of Administrative Services (DAS) is currently working on renewing the MSA which expired in November, 2023.

EagleView's imagery services, including both ortho mosaic and 45-degree oblique imagery, are used by multiple County departments to visualize the state of properties and other county assets through time and help establish a timeline of changes at both the landscape and property level.

For the purposes of this document, the terms *ortho mosaic* imagery and *oblique imagery* are defined below:

*Ortho mosaic imagery* refers to a standard orthophoto map produced through a mosaicking process which incorporates digital elevation data and other geometric processing to stitch together high-resolution ortho photos into a seamless, spatially accurate, top-down view of the area of interest.

*Oblique imagery* refers to aerial photos captured at an approximate 45-degree angle with the ground, with views from all cardinal directions to provide a 360-view of the area of

interest. The oblique images are georeferenced to enable accurate measurements of height, distance, area and slope.

Below is a screen capture of EagleView's Connect Explorer showing a side-by-side comparison of ortho imagery on the left with oblique imagery on the right.



EagleView uses a proprietary file format for storing and hosting the oblique imagery, which is an industry standard. This format is not interoperable with any other vendor or system and cannot be migrated to an alternate solution.

Pursuant to the county's strategic goals and objectives for technology solutions, County requires one system of record for enterprise data.

### 3. REQUIREMENTS

Pursuant to MCPCR 20-0275 The county may award a contract without competition as sole source procurement pursuant to the requirements of ORS 279B.075.

The County must determine that the goods or services, or class of goods or services, are available from only one source. The county's determination of a sole source must be based on written findings that may include:

- (a) The efficient utilization of existing goods or services requires the acquisition of compatible goods or services;

- (b) The goods or services required for the exchange of software or data with other public or private agencies are available from only one source;
- (c) The goods or services are for use in a pilot or an experimental project; or
- (d) Other findings that support the conclusion that the goods or services are available from only one source.

#### 4. DETERMINATION AND FINDINGS

##### A. ORS 279B.075(2)(a)

The efficient utilization of existing goods or services requires the acquisition of compatible goods or services.

##### 1. Utilization of existing goods or services:

County has acquired four separate imagery captures under contract with the current vendor (2016, 2019, 2021, 2023). County needs to be able to maintain the existing system/vendor in order to maximize value from these County-owned resources.

Standardizing on one system and one vendor for imagery provides the County the ability to access historic imagery alongside current imagery for analyzing and visualizing the state of properties and County assets through time. Below is a screen capture of EagleView's Connect Explorer showing a residential development in 2016 on the left, and 2023 on the right.



In addition, maintaining the current vendor for the next scheduled imagery capture (Spring, 2025) will enable County to meet the timely requirements for capturing leaf-off imagery, every odd-numbered year.

If the current vendor is not maintained:

- a. County, its departments, and its customers would no longer be able to access current and historic imagery in the same system.
- b. County would need to maintain up to three separate systems to continue to access both current and historical imagery.
  - i. Historic ortho mosaic imagery would be hosted in ArcGIS Online.
  - ii. Historic oblique imagery would be hosted in EagleView's Connect Explorer platform.
  - iii. Current and future ortho and oblique imagery would be hosted in a separate proprietary system provided by a new vendor.
- c. County would no longer be able to provide its departments and customers an efficient method for accessing historic imagery alongside current imagery for performing comparative analysis.
- d. County would not be able to meet the timely requirement for its next scheduled imagery capture during the Spring months (March – April) of 2025.

2. **Efficient utilization, or cost, of maintaining existing good or services:**

Standardizing on one system for aerial imagery increases cost effectiveness by minimizing the need to maintain multiple systems for enterprise data.

If the current vendor is not maintained, to continue access to already purchased goods and services:

- a. The historic **ortho mosaic** imagery will need to be migrated and hosted by a new vendor. County has estimated the effort and cost required to host the historic ortho mosaic imagery in Esri's ArcGIS Online. Esri's cloud platform ArcGIS Online is an existing component of County's enterprise GIS and is the only County-owned alternative for hosting the ortho mosaic imagery.
  - i. *Effort Estimate:* 340 hours, or 0.16 FTE, of County GIS Analyst time for standardizing, processing and publishing imagery services, and updating service references in County maps and applications.



ii. *Cost Estimate:* \$10,500 per year, increasing by \$2,600 per year for each new capture to host and store the imagery services and data in ArcGIS Online.  
(does not include staffing costs)

b. The historic **oblique** imagery is not interoperable with any other vendor or system and cannot be migrated to an alternate solution. EagleView provided a cost estimate of \$20,000 *per year* to access historical County-owned oblique imagery.

**B. ORS 279B.075(2)(b)**

That the goods or services required to exchange software or data with other public or private agencies are available from only one source;

N/A.

**C. ORS 279B.075(2)(c)**

That the goods or services are for use in a pilot or an experimental project; or

N/A.

**D. ORS 279B.075(2)(d)**

Other findings that support the conclusion that the goods or services are available from only one source.

**i Request for Information**

Request for Information was issued on December 20, 2024 with a response due date of December 27, 2024, providing the public the opportunity to provide information regarding the availability of aerial imagery services using the Connect Explorer web platform through a provider other than EagleView. No responses were received as a result of this posting.

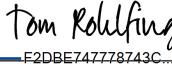
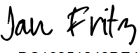

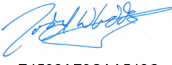
**ii Brand Name Specification**

A Brand Name Specification was completed and included with the Request for Information to demonstrate the findings that only EagleView's Connect Explorer platform will meet the need of the Assessor's Office, and allows the County to access county-owned historical images.

*Signatures on next page*

### 5. REVIEW AND APPROVAL

#### MARION COUNTY SIGNATURES BOARD OF COMMISSIONERS:

Chair		Date
Commissioner		Date
Commissioner		Date
Authorized Signature:	<small>Signed by:</small>  <small>F2DBE747778743C...</small>	1/13/2025
	<small>DocuSigned by:</small> Department Director or designee	Date
Authorized Signature:	<small>Signed by:</small>  <small>DC16361248DE4EC...</small>	1/13/2025
	<small>Signed by:</small> Chief Administrative Officer	Date
Reviewed by Signature:	<small>Signed by:</small>  <small>60C98A6E708240B</small>	1/13/2025
	<small>DocuSigned by:</small> Marion County Legal Counsel	Date
Reviewed by Signature:	<small>Signed by:</small>  <small>E4592AF8CAA542C...</small>	1/13/2025
	<small>DocuSigned by:</small> Marion County Contracts & Procurement	Date



# REQUEST FOR INFORMATION

AO1616-24

for

## Aerial Imagery for GIS Imagery Data

Release Date: **December 20, 2024**

Response Due Date: **December 27, 2024 – 3:00PM PST**

Submit questions and responses via the Marion County Procurement Collaboration Portal

<https://contracts-marioncountygcc.msaproxy.net/gateway/>

Instructions are listed in Section 7

Electronic copies of this RFP and attachments, if any, can be obtained from the Marion County Procurement Collaboration Portal at the URL listed above

### 1. INTRODUCTION

Marion County Assessor's Office (County) is planning to award a Contract to EagleView (dba Pictometry International Corp.) for the EagleView imagery services as a Sole-Source award. The County is required to demonstrate that these services are available from only one source. The County is seeking information from individuals, firms, teams, or consultants, with knowledge and experience related to this request.

### 2. BACKGROUND

Located in the heart of the Mid-Willamette Valley, Marion County has a population of 347,818, stretches from the Willamette River to the Cascade Mountains, and encompasses nearly 1,200 square miles. Marion County has 20 cities, including the Oregon's capital, Salem. The Marion County government organization is headed by an elected Board of Commissioners and has 15 departments, seven of which are headed by elected officials.

County has been contracting with EagleView for aerial imagery services under Oregon Master Services Agreement #7539 (MSA). Services include ortho mosaic and oblique imagery captures, hosting services, and their Connect Explorer web platform and APIs (Connect) for viewing the imagery.

County has acquired four separate imagery captures since 2016, and the next scheduled capture is for Spring 2025 to meet the business requirement of bi-annual, leaf-off imagery. The State of



Oregon Department of Administrative Services (DAS) is currently working on renewing the MSA which expired in November, 2023.

EagleView's imagery services, including both ortho mosaic and 45-degree oblique imagery, are used by multiple County departments to visualize the state of properties and other county assets through time and help establish a timeline of changes at both the landscape and property level.

### 3. PURPOSE

This RFI is being issued to ensure that the *Connect Explorer web platform and APIs (Connect)* are only available from one source, EagleView. If the responses or lack of responses from this RFI confirm these services are only available from one source, a Sole Source Contract will be awarded in accordance with MCPCR 20-0275 and ORS 279B.075.

### 4. BRAND NAME SPECIFICATIONS

A brand name specification has been completed and is available to download from the Marion County Procurement Collaboration Portal.

### 5. FINDINGS

County has acquired four separate imagery captures under contract with the current vendor (2016, 2019, 2021, 2023). County needs to be able to maintain the existing system in order to maximize value from these County-owned resources.

- A. Pursuant to MCPCR 20-0275(2)(a): Compatibility. Provide findings supporting your determination that the efficient utilization of existing goods requires the acquisition of compatible goods or services from only one source.

EagleView is the system currently employed by the County for contract management. EagleView uses a proprietary file format for storing and hosting oblique imagery, which is an industry standard. This format is not interoperable with any other vendor or system and cannot be migrated to an alternate solution.

- B. Pursuant to MCPCR 20-0275(2)(d): Other findings that support the conclusion that the goods or services are available from only one source.

Pursuant to the County's strategic goals and objectives for technology solutions, County requires one system of record for enterprise data.

Standardizing one system and one vendor for imagery provides the County the ability to access historic imagery alongside current imagery for analyzing and visualizing the state of properties and County assets through time.

## 6. REQUEST

Submit a response to this RFI if you are able to provide *Connect Explorer web platform and APIs (Connect)* aerial imagery software.

## 7. RESPONSE INSTRUCTIONS

### A. Log Into the Procurement Collaboration Portal

- i Go to the Marion County Procurement Collaboration Portal which can be found at:  
<https://contracts-marioncountygcc.msappproxy.net/gateway/>
- ii Sign In or Create an Account
- iii Creating an account MUST be completed 15-30 minutes before files will be able to be submitted through the portal.

### B. Solicitations Tab

- i At the top of the page, hover over Solicitations
- ii Select Search All Solicitations
- iii Click View next to the applicable solicitation

### C. Opportunity Details

- i ***Viewing Documents*** – Scroll down the page to the Files, Documents, Images section, Public Files: subsection. Here you will find all of the relevant files.
- ii ***Submitting a Question*** – If you would like to submit a question, scroll down the page to the Questions & Answers section. Type your question in the My Questions/Answers text box and click the Ask Question box.
- iii ***Register as Respondent*** - If you are interested in responding to the posting, click the button Register as Respondent on the left side of the screen.
- iv ***Submitting Documents*** – If you would like to submit a response to this posting, scroll down the page to the Files, Documents, Images section, My Files: subsection. Here you will Select a file, select a File Category, and type a description before clicking the Save File button.
- v ***Response Status*** – Once you have registered as a respondent and submitted documents, scroll to the bottom of the page to the Response Status section and select the appropriate status for your submission, then click Submit.

## **8. PUBLIC RECORDS**

Respondents should be aware that any records they submit to the County shall become the property of the County and a public record, subject to public disclosure as provided under Oregon's Public Records Law.

If it is necessary to submit trade secrets or other confidential information in order to comply with the terms and conditions of this RFI, Responders shall label any information that it wishes to protect from disclosure to third parties as a trade secret under ORS 192.501(2) with the following: "This material constitutes a trade secret under ORS 192.501(2) and is not to be disclosed except as required by law." Each page containing the trade secret or other confidential information must be so marked.

The County shall take reasonable measures to hold in confidence all such labeled information but shall not be liable for release of any information when required by law or court order to do so, whether pursuant to the Oregon Public Records Law or otherwise and shall also be immune from liability for disclosure or release of information under the circumstances set out in ORS 646.473(3).

In submitting a response, each respondent agrees that the County may; (a) reveal any trade secret or other confidential materials contained in the proposal to County staff and to any outside consultant or third party who is hired by the County and (b) post the response on the County's intranet for purposes related to its evaluation. Furthermore, each proposer agrees to indemnify and hold harmless the County and each of its officers, employees, and agents from all costs, damages, and expenses incurred in connection with refusing to disclose any material that the respondent has designated as a trade secret and/or as confidential information. Any respondent that designates its entire response as a trade secret may be disqualified.

## **9. DISCLAIMER**

This RFI is issued solely for determining findings to support a Sole Source award; it does not constitute a solicitation. There will not be an evaluation or scoring of the material submitted. No information received in response to this RFI will be returned. Responses to this notice are not an offer and cannot be accepted by the County to form a binding contract. Respondents will not necessarily be notified the result of this RFI, or future solicitation opportunities.



# **BRAND NAME SPECIFICATION**

**for**

**AO1616-24**

## **AERIAL IMAGERY FOR GIS IMAGERY DATA**

Marion County Assessor's Office (County) is issuing a solicitation that includes a Brand Name Specification pursuant to ORS 279B.215(2).

### **1. REQUIREMENTS**

ORS 279B.215(2) A brand name specification may be prepared and used only if the contracting agency determines for a solicitation or a class of solicitations that only the identified brand name specification will meet the needs of the contracting agency based on one or more of the following written determinations:

- (a) That use of a brand name specification is unlikely to encourage favoritism in the awarding of public contracts or substantially diminish competition for public contracts;
- (b) That use of a brand name specification would result in substantial cost savings to the contracting agency;
- (c) That there is only one manufacturer or seller of the product of the quality, performance or functionality required; or
- (d) That efficient utilization of existing goods requires the acquisition of compatible goods or services.

### **2. DETERMINATION AND FINDINGS**

#### **A. ORS 279B.215(2)(a)**

That use of a brand name specification is unlikely to encourage favoritism in the awarding of public contracts or substantially diminish competition for public contracts;

N/A

#### **B. ORS 279B.215(2)(b)**

That use of a brand name specification would result in substantial cost savings to the contracting agency;

**i Background:**

County has been contracting with EagleView (dba Pictometry) for aerial imagery services under Oregon Master Services Agreement #7539 (MSA). Services include ortho mosaic and oblique imagery captures, hosting services, and their Connect Explorer web platform and APIs (Connect) for viewing the imagery.

County has acquired four separate imagery captures since 2016, and the next scheduled capture is for Spring 2025 to meet the business requirement of bi-annual, leaf-off imagery. The State of Oregon Department of Administrative Services (DAS) is currently working on renewing the MSA which expired in November, 2023.

EagleView's imagery services, including both ortho mosaic and 45-degree oblique imagery, are used by multiple County departments to visualize the state of properties and other county assets through time and help establish a timeline of changes at both the landscape and property level.

For the purposes of this document, the terms *ortho mosaic* imagery and *oblique imagery* are defined below:

*Ortho mosaic imagery* refers to a standard orthophoto map produced through a mosaicking process which incorporates digital elevation data and other geometric processing to stitch together high-resolution ortho photos into a seamless, spatially accurate, top-down view of the area of interest.

*Oblique imagery* refers to aerial photos captured at an approximate 45-degree angle with the ground, with views from all cardinal directions to provide a 360-view of the

area of interest. The oblique images are georeferenced to enable accurate measurements of height, distance, area and slope.

Below is a screen capture of EagleView's Connect Explorer showing a side-by-side comparison of ortho imagery on the left with oblique imagery on the right.



EagleView uses a proprietary file format for storing and hosting the oblique imagery, which is an industry standard. This format is not interoperable with any other vendor or system and cannot be migrated to an alternate solution.

Pursuant to the county's strategic goals and objectives for technology solutions, County requires one system of record for enterprise data.

## ii Determination

Standardizing on one system for aerial imagery meets the county's technology goals and objectives and increases cost effectiveness by minimizing the need for staff to maintain multiple systems for enterprise data.

If the current vendor is not maintained, to continue access to already purchased goods and services:

1. The historic **ortho mosaic** imagery will need to be migrated and hosted by a new vendor. County has estimated the effort and cost required to host the historic ortho mosaic imagery in Esri's ArcGIS Online. Esri's cloud platform



ArcGIS Online is an existing component of County's enterprise GIS and is the only County-owned alternative for hosting the ortho mosaic imagery.

- a. *Effort Estimate:* 340 hours, or 0.16 FTE, of County GIS Analyst time for standardizing, processing and publishing imagery services, and updating service references in County maps and applications.
- b. *Cost Estimate:* \$10,500 per year, increasing by \$2,600 per year for each new capture to host and store the imagery services and data in ArcGIS Online. (does not include staffing costs)

2. The historic **oblique** imagery is not interoperable with any other vendor or system and cannot be migrated to an alternate solution. EagleView provided a cost estimate of \$20,000 *per year* to access historical County-owned oblique imagery.

**C. ORS 279B.215(2)(c)**

That there is only one manufacturer or seller of the product of the quality, performance or functionality required; or

N/A

**D. ORS 279B.215(2)(d)**

That efficient utilization of existing goods requires the acquisition of compatible goods or services.

County has acquired four separate imagery captures under contract with the current vendor (2016, 2019, 2021, 2023). County needs to be able to maintain the existing system/vendor in order to maximize value from these County-owned resources.

Standardizing on one system and one vendor for imagery provides the County the ability to access historic imagery alongside current imagery for analyzing and visualizing the state of properties and County assets through time. Below is a screen capture of

EagleView's Connect Explorer showing a residential development in 2016 on the left, and 2023 on the right.



In addition, maintaining the current vendor for the next scheduled imagery capture (Spring, 2025) will enable County to meet the timely requirements for capturing leaf-off imagery, every odd-numbered year.

If the current vendor is not maintained:

1. County, its departments, and its customers would no longer be able to access current and historic imagery in the same system.
2. County would need to maintain up to three separate systems to continue to access both current and historical imagery.
  - a. Historic ortho mosaic imagery would be hosted in ArcGIS Online.
  - b. Historic oblique imagery would be hosted in EagleView's Connect Explorer platform.
  - c. Current and future ortho and oblique imagery would be hosted in a separate proprietary system provided by a new vendor.

3. County would no longer be able to provide its departments and customers an efficient method for accessing historic imagery alongside current imagery for performing comparative analysis.
4. County would not be able to meet the timely requirement for its next scheduled imagery capture during the Spring months (March – April) of 2025.