MARION COUNTY BOARD OF COMMISSIONERS

Board Session Agenda Review Form

Meeting date: 10/28/2026

Department: Assessor's Office

Title: Sole Source Approval for Aerial Imagery

Management Update/Work Session Date: 10/20/2026 **Audio/Visual aids** ☐

Time Required: 5 min **Contact:** Rachael Estill **Phone:** 5128

Requested Action:

The Marion County Assessor's Office is requesting approval for using Sole Source procurement for annual Aerial Imagery.

Issue, Description & Background:

County has been contracting with EagleView (dba Pictometry International Corp.) since 2016 for aerial imagery services to include five separate imagery captures. This work was initially performed under Oregon Master Services Agreement #7539, and since 2025 under a sole-source procurement. Beginning with the Spring 2027 capture, the County is moving from a biennial (every two years) to an annual capture cycle to meet its business requirement for current, leaf-off imagery. 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. County posted a Request for Information (RFI) to determine findings to support a Sole Source award and it closed 9/30 with no responses.

Financial Impacts:

This project is budgeted through the CIP process (#27-105) for $328,954 over two years, and with advancements in technology, the County is able to get annual imagery for nearly the same cost as previous biennial flights. Quote for the two flights over two years totals $298,151.20.

Impacts to Department & External Agencies:

High resolution aerial imagery supports a broad range of core County functions such as property assessment, land-use planning, building inspections, economic development, emergency management, environmental services, capital project planning, and land-development permitting. County departments, partner agencies, and the public rely on this imagery to inform decision-making and enhance operational efficiency across programs and services.

List of attachments: Quote, RFI, Brand Name Specification

Presenter: Tom Rohlfing

Department Head Signature: trohlfing

Digitally signed by trohlfing
Date: 2026.10.14 11:19:11 -07'00'

SOLE SOURCE DETERMINATION

AO1861-26

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 the EagleView imagery services as a Sole-Source award. The initial term of the Contract is anticipated to be three years with options to renew an additional year.

2. BACKGROUND

County has been contracting with EagleView (dba Pictometry International Corp.) since 2016 for aerial imagery services. This work was initially performed under Oregon Master Services Agreement #7539, and since 2025 under a sole-source procurement. 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 five separate imagery captures since 2016. Beginning with the Spring 2027 capture, the County is moving from a biennial (every two years) to an annual capture cycle to meet its business requirement for current, leaf-off imagery.

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. 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;

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.

County has acquired four separate imagery captures under contract with the current vendor (2016, 2019, 2021, 2023, 2025). 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 enables the County to access historic and current imagery in a single platform supporting efficient analysis and visualization of changes to properties and County assets over time.

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;

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

Standardizing on one system and one vendor for imagery enables the County to access historic and current imagery in a single platform supporting efficient analysis and visualization of changes to properties and County assets over time.

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.

Maintaining the current vendor for the next scheduled imagery capture (Spring, 2027) will enable County to meet the timely requirements for capturing leaf-off imagery, on a near-annual basis.

County would no longer be able to provide its departments and its customers with an efficient method for accessing historic imagery alongside current imagery for performing comparative analysis.

County would not be able to meet the timely requirement for its next scheduled imagery capture during the Spring months (March – April) of 2027.

i Request for Information

Request for Information AO1861-26 was issued on September 23, 2026 with a response due date of September 30, 2026, providing the public the opportunity to provide information regarding the availability of ortho mosaic and oblique imagery captures, hosting services, and their Connect Explorer web platform and APIs (Connect) for viewing the imagery through a provider other than EagleView (dba Pictometry International Corp.). 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 web platform and APIs (Connect) will meet the need of the Assessor's Office.

5. REVIEW AND APPROVAL

MARION COUNTY SIGNATURES
BOARD OF COMMISSIONERS:

_____

Chair Date

_____

Commissioner Date

_____

Commissioner Date

REQUEST FOR INFORMATION

AO1861-26

for

Aerial Imagery for GIS Imagery Data

Release Date: **September 23, 2026**

Response Due Date: **September 30, 2026 – 2:00PM Pacific Time**

Submit questions and responses via the Marion County Procurement Collaboration Portal

https://contracts-marioncountygcc.msappproxy.net/gateway/

Instructions are listed in Section 7

Electronic copies of this RFI 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 355,777, stretches from the Willamette River to the Cascade Mountains, and encompasses nearly 1,200 square miles. Marion County has 20 cities, including 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 since 2016 for aerial imagery services. This work was initially performed under Oregon Master Services Agreement #7539, and since 2025 under a sole-source procurement. 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 five separate imagery captures with EagleView. Beginning with the 2027 capture, the County is moving from a biennial (every two years) to an annual capture cycle 2027 to meet its business requirement for current, leaf-off imagery.

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 five separate imagery captures under contract with the current vendor (2016, 2019, 2021, 2023, 2025). 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 accessing and utilizing aerial imagery services. 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 on one system and one vendor for imagery enables the County to access historic and current imagery in a single platform supporting efficient analysis and visualization of changes to properties and County assets over 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

AO1861-26

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 International Corp.) since 2016 for aerial imagery services. This work was initially performed under Oregon Master Services Agreement #7539, and since 2025 under a sole-source procurement. 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 five separate imagery captures since 2016. Beginning with the Spring 2027 capture, the County is moving from a biennial (every two years) to an annual capture cycle to meet its business requirement for current, leaf-off imagery.

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 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:* $13,100 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

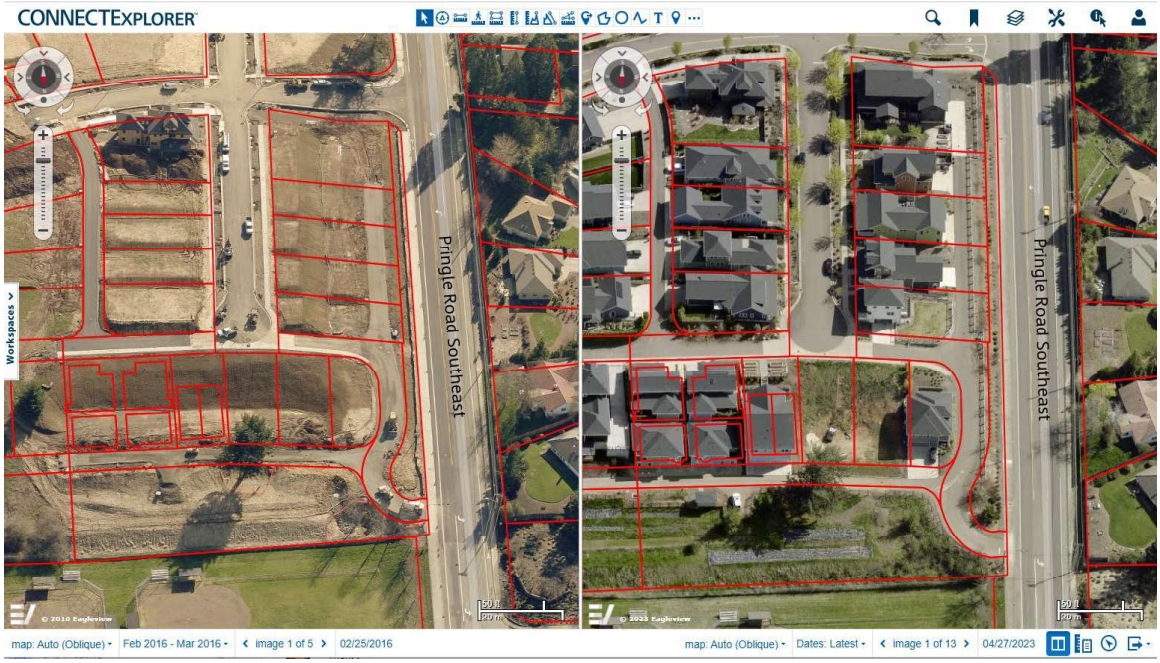
D. ORS 279B.215(2)(d)

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, 2025). 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 enables the County to access historic and current imagery in a single platform supporting efficient analysis and visualization of changes to properties and County assets over 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, 2027) will enable County to meet the timely requirements for capturing leaf-off imagery, on a near-annual basis.

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 2027.

Budget Proposal

Proposal for: Marion County, OR
Project Name: EV Cloud - 2" and 6"
Quote Number: Q-65934
Contract Term: 2 Year(s)
Number of Projects: 2

Pictometry International Corp
25 Methodist Hill Drive
Rochester, NY 14623

EagleView Rep: Megan Reilly
Phone Number:
Email: megan.reilly@eagleview.com
Expiration Date: 2/28/2027

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Project Summary
Project 1 Total: USD 190876.00
Project 2 Total: USD 107275.20

Project 1

QTY	Product Name	List Price	Disc (%)	Customer Unit Price	Subtotal
408.00	Eagleview Reveal - 2in	USD 285.0000	22.86	USD 219.8529	USD 89,699.98
454.00	Eagleview Reveal - 6in	USD 145.0000	7.51	USD 134.1079	USD 60,884.99
408.00	Eagleview Reveal - Physical Delivery - Orthomosaic - 2in	USD 10.0000	100.00	USD 0.0000	USD 0.00
454.00	Eagleview Reveal - Physical Delivery - Orthomosaic - 6in	USD 10.0000	100.00	USD 0.0000	USD 0.00
862.00	Eagleview Reveal - Physical Delivery - Combined Orthomosaic - Sqmi	USD 0.0000		USD 0.0000	USD 0.00
1.00	Eagleview Cloud - Software - Plus	USD 10,500.0000	66.67	USD 3,500.0300	USD 3,500.03
1.00	EagleView Cloud - Authorized Subdivisions	USD 9,500.0000	100.00	USD 0.0000	USD 0.00
1.00	EagleView Cloud - Comprehensive Integration Bundle	USD 15,000.0000	100.00	USD 0.0000	USD 0.00
1.00	EagleView Cloud - Disaster Response Program	USD 7,529.2485	100.00	USD 0.0000	USD 0.00
1.00	EagleView Cloud - Early Access	USD 5,000.0000	100.00	USD 0.0000	USD 0.00
12.00	EagleView Cloud - Capture History	USD 15,058.4970	100.00	USD 0.0000	USD 0.00
1.00	Futureview - Conference + Hotel	USD 3,699.0000	0.00	USD 3,699.0000	USD 3,699.00
658.00	EagleView Cloud - Impervious Surface Data Pack (AOI)	USD 9.0000	0.00	USD 9.0000	USD 5,922.00

This quote is non-binding, creates no legal rights, duties or obligations, expressed or implied, on either party, and shall become binding only in the event that Pictometry and Customer enter into a definitive agreement incorporating it. The pricing quoted above does not reflect applicable taxes, which will be reflected in any resulting definitive agreement with Customer. This quote is valid until the date shown above, after which it expires. All Discounts are approximate.

QTY	Product Name	List Price	Disc (%)	Customer Unit Price	Subtotal
67,925.00	EagleView Cloud - Impervious Surface Data Pack (Parcels)	USD 0.4000	0.00	USD 0.4000	USD 27,170.00
				Project 1 TOTAL:	USD 190,876.00

Project 2

QTY	Product Name	List Price	Disc (%)	Customer Unit Price	Subtotal
862.00	Eagleview Reveal - 2in Ortho	USD 100.0000	7.31	USD 92.6856	USD 79,894.99
862.00	Eagleview Reveal - Physical Delivery - Orthomosaic - 2in	USD 10.0000	100.00	USD 0.0000	USD 0.00
1.00	Eagleview Cloud - Software - Plus	USD 10,500.0000	66.67	USD 3,500.0100	USD 3,500.01
1.00	EagleView Cloud - Authorized Subdivisions	USD 9,500.0000	100.00	USD 0.0000	USD 0.00
1.00	EagleView Cloud - Comprehensive Integration Bundle	USD 15,000.0000	100.00	USD 0.0000	USD 0.00
1.00	EagleView Cloud - Disaster Response Program	USD 3,994.7494	100.00	USD 0.0000	USD 0.00
1.00	EagleView Cloud - Early Access	USD 5,000.0000	100.00	USD 0.0000	USD 0.00
12.00	EagleView Cloud - Capture History	USD 7,989.4987	100.00	USD 0.0000	USD 0.00
1.00	Futureview - Conference + Hotel	USD 3,699.0000	0.00	USD 3,699.0000	USD 3,699.00
108.00	EagleView Cloud - Impervious Surface Data Pack (AOI)	USD 9.0000	0.00	USD 9.0000	USD 972.00
48,023.00	EagleView Cloud - Impervious Surface Data Pack (Parcels)	USD 0.4000	0.00	USD 0.4000	USD 19,209.20
				Project 2 TOTAL:	USD 107,275.20

TOTAL:	USD 298,151.20

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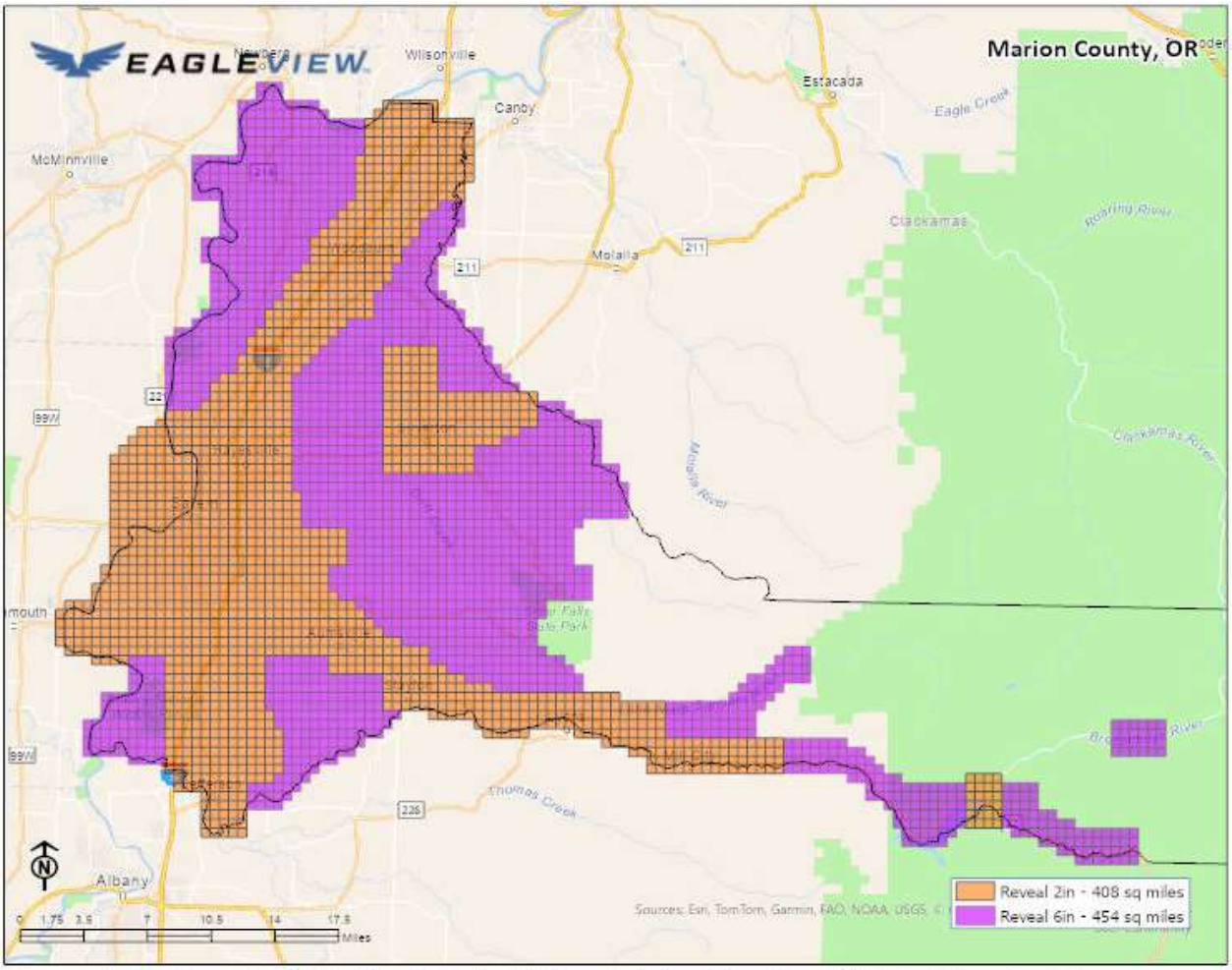

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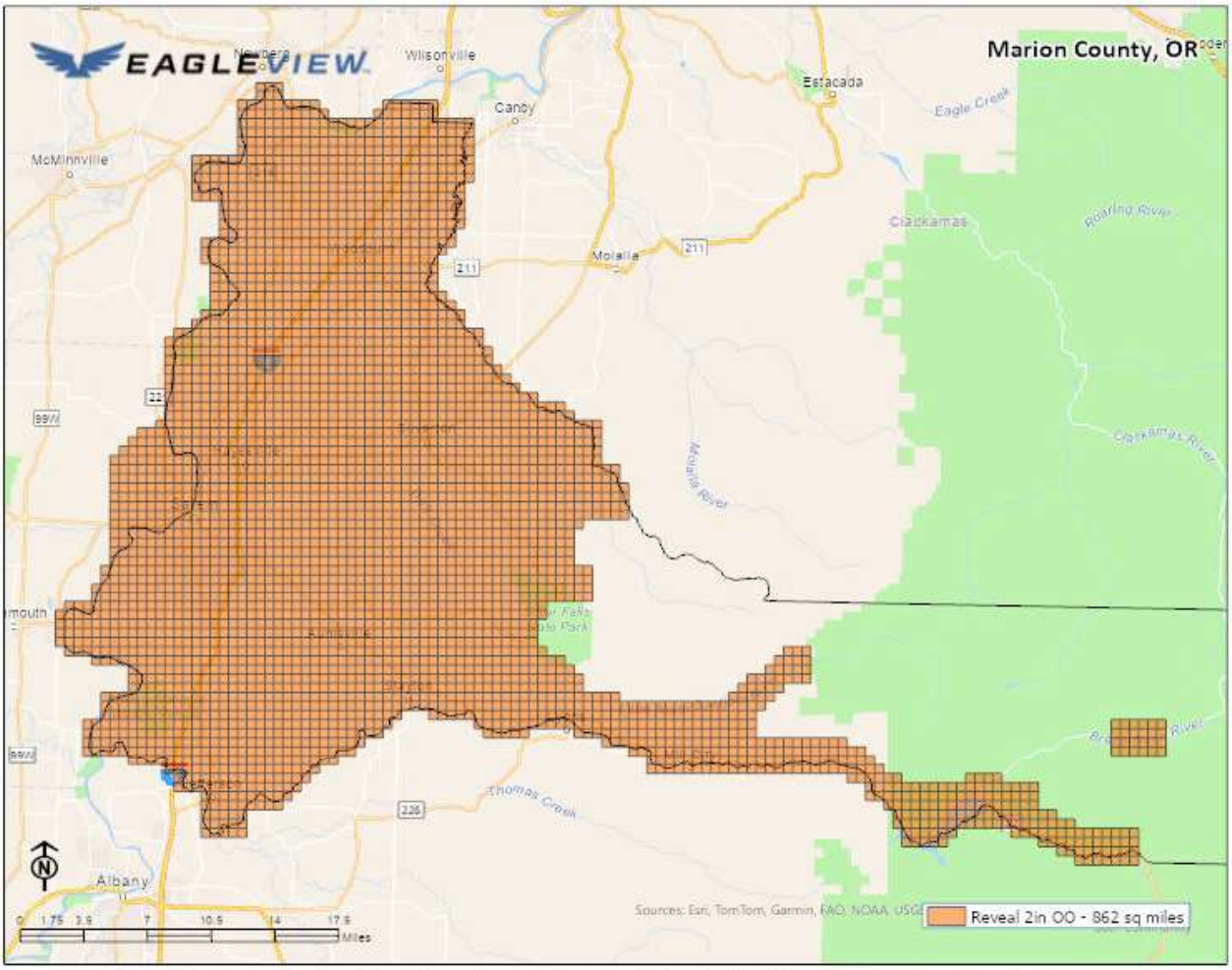

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