



# Esri India Consulting Partner Program

For Esri Partner Network (EPN) Members in India



## Esri India Consulting

Esri India endeavors to provide end to end enterprise solutions on Esri (ArcGIS suite of products) and partner products based on Esri technology. **Esri India Consulting (EIC)** serve the needs of the national & global GIS markets through focused, innovative, & quality solutions in areas of spatial technology and application development catering to specific domains including Large Electric/Gas/Water Utilities, Government, Transportation, Defense, State/City GIS, Smart Cities, Automotive, Banking, Insurance and Manufacturing. Esri India Consulting works with customers to offer specialized services in the following areas:

- Enterprise GIS Consulting and Solution Implementation
- GIS Application Development and Management
- GIS Data Development and Implementation

## Esri India Consultancy (EIC) Partner Program

EIC Partner Program is designed for EPN Partners in India who are engaged in developing GIS Solutions and Services on the Esri Software Platform for customers in India, Nepal and Bhutan. By signing up for this program, EPN Partners in India would be able to work closely with Esri India Consulting group to scale up services capability on Esri Technology and deliver advanced GIS projects to customers in India, Nepal and Bhutan.

## Benefits to EIC Partners

- Align and participate with Esri India for GIS Application Development and Data Services Projects.
- Build GIS & domain expertise and strengthen Esri skillsets.
- Get technical know-how on Esri products and learn best practices of GIS project implementation.
- Optimize resource pool and manage bench.
- Gain visibility of GIS projects in India and grow business.
- Develop and market solutions built on Esri's software platform.
- Get invited to the technical workshops and skilling programs.

## Engagement Models

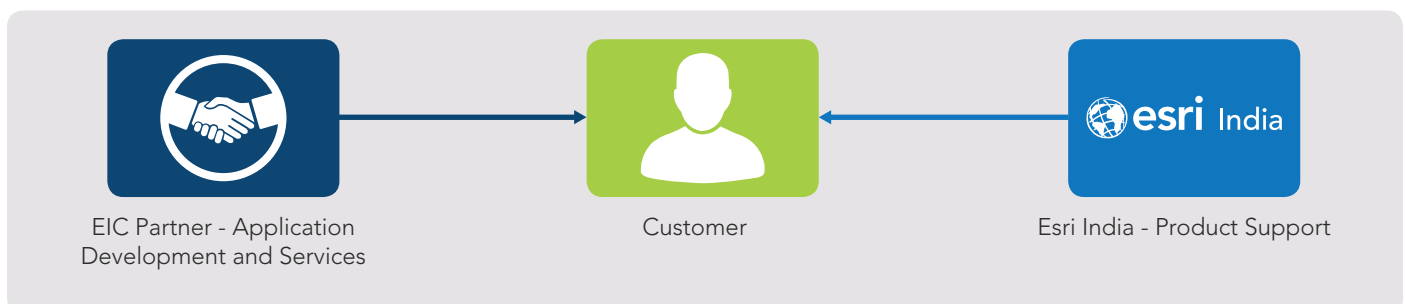
This program is designed to ensure maximum benefit and business growth for Partners. Here are the two Business Engagement Models offered under this program.

### 1. Engagement with Customers

Under this model, EIC Group would guide partner organization to build capability of delivering the GIS projects on Esri platform. EIC Partner will be able to directly engage with customers as a certified EIC Partner, bid, win new business and be able to deliver GIS projects.

#### Option 1.

Entire Project Delivery by EIC Partner. In this option of Model 1, EIC Partner takes ownership for entire GIS Services projects. Esri India will provide Product Support to customers.



## Option 2.

Project Delivery by EIC Partner with Consultancy Support from EIC Group. In this option of Model 1, EIC Partner takes the order of entire GIS Project from customer but engages EIC team members as part of their project Architecture, Design and Delivery. Under a pre-agreed scope and commercial agreement specific to the project, Esri India provides consultancy support for Esri Product and Application Development enabling EIC Partner to deliver the project to customer. Esri India continues to provide Product Support to customers.



## 2. Engagement with Esri India Consulting

Under this model, EIC Group would directly engage with customers, bid, win new business and deliver projects. However, Esri India may sublet or sub-contract part of the project with or without ownership to EIC Partners under a pre-agreed scope and commercial agreement specific to the project.



## How to enroll for EIC Partner Program



- EIC Partner will submit the application form with details of company profile, technical skills and resource matrix to Esri India
- Once approved, EIC Partner will sign the agreement of EIC Partner Program
- EPN membership of EIC Partner is a pre-qualification. If a Partner is not an EPN member, then, it needs to first sign up for EPN (Refer site <http://www.esriindia.com/about-esriindia/main/partners/epn>)
- Esri India and signed EIC Partner will jointly work on pre-sales, bids and submit proposals
- EIC Partner will get to engage with Esri India based on specific models as defined. Separate scope of work and commercial agreement would be signed for each project

## Technology Focus

EIC Partner is expected to invest in building Development Services on technologies defined in the chart below. These skills are important for active engagement between EIC Group and EIC Partner.



Esri ArcGIS® Desktop,  
Server, Cloud  
(ArcGIS Online)

### GIS Product



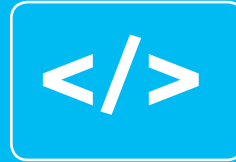
SQL Server, Oracle,  
PostGre, DB2

### Database



Digitization through  
Esri Products,  
Migration of MapInfo, AutoCAD,  
Intergraph, others ArcGIS

### Data Digitization and Migration



C#, .Net, Java, J2EE, C++, WCF,  
Python, JavaScript, HTML5, Arc  
Object APIs, ArcGIS Runtime  
APIs for Desktop,  
ArcGIS JavaScript APIs, Python

### Programming



SQL Server, Oracle, PostGre,  
DB2

### OS / Platforms



ArcGIS Runtime APIs for iOS,  
Android, Windows

### Mobile

As part of the EIC Partner Program, Esri India would help EIC Partner identify technology skillset gaps and offer formal trainings on product and development at a special price. Interested to join? Write to [partner@esriindia.com](mailto:partner@esriindia.com)



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