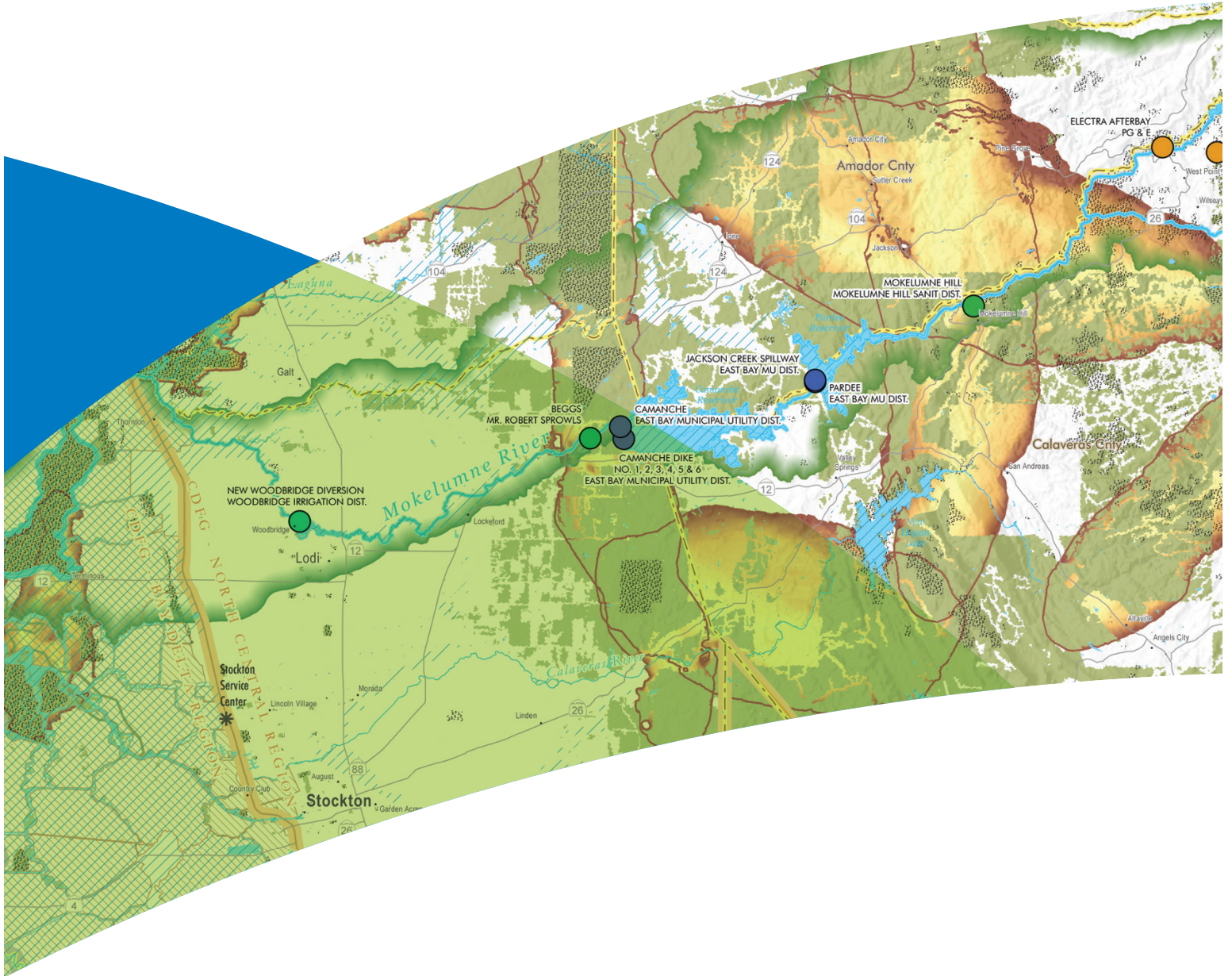


Esri Partner Network

For Partners Worldwide Developing GIS Solutions and Services on the Esri® Software Platform



Esri Partner Network

Industry and Technology Experts Delivering Market-Leading GIS Solutions and Services

The Esri Partner Network is a worldwide community of companies that develop and deliver cutting-edge geographic spatial solutions and services based on Esri® technology. Together, Esri and its partners collaborate to support end users through successful GIS implementations and repeatable solutions.

Esri recognizes the level of investment that partners make in their relationship with Esri and provides a rich set of benefits in return.

The Esri Partner Network is composed of three tiers: Silver, Gold, and Platinum, with each tier offering additional benefits in recognition of the demonstrated degree of commitment to Esri and its distributors and GIS technology.

What's in It for You?

Being part of the Esri Partner Network allows you to tap into Esri's technological and marketplace strategies to develop and market your own business offerings built on Esri's software platform.

You will have access to a community of like-minded organizations; a world-class platform on which to develop your solutions and services; and, most importantly, a solid partnership for sharing best practices and resources to ensure success.

The Esri Partner Network is managed jointly by Esri and its distributors worldwide.

What We Look for in a Partner

The Esri Partner Network is geared toward companies that use Esri technology as the cornerstone of their solutions and services and have the following distinctions:

- A unique and repeatable industry- or market-focused GIS solution or service based on Esri technology
- Technical expertise including in-depth knowledge of Esri technology
- A solid business strategy supported by successful sales and marketing practices
- Resources focused on making end users successful
- A commitment to a collaborative relationship with Esri



- Technical, marketing, and sales support
- Tactical engagement
- Local and national market focus



- Enhanced technical and sales support
- Collaborative engagement
- National or multinational market focus



- Advanced technical assistance and sales support
- Global engagement
- Global market focus

Become a partner.

Visit esri.com/partners/partner-network to learn more about the Esri Partner Network.

Esri Partner Network Benefits

	Silver	Gold	Platinum
Partner Portal and Partner-Focused Webcasts	X	X	X
Partner Resource Center	X	X	X
Discount on Esri Software Licenses for Internal Use	X	X	X
Training Discounts on Instructor-Led Courses Offered by Esri in a Traditional Classroom Setting	X	X	X
Premium Annual User License for Self-Paced Virtual Campus Courses	X	X	X
Use of Esri Partner Network Tier-Specific Emblem	X	X	X
Discount on ArcNews™ and ArcUser™ Advertising	X	X	X
Listing in Online Esri Partner Directory	X	X	X
Sponsor and Exhibitor Opportunities at Esri Conferences and Events	X	X	X
Invitation to Annual Esri Partner Conference	X	X	X
Discount on Up to Three Registrations for the Esri International User Conference	X	X	X
Esri Software Licenses for Demonstration and Marketing Use	X	X	X
Assigned Resources to Assist with Technical Objectives		X	X
Assigned Esri or Esri Distributor Partner Contact to Support Business Development Activities		X	X
Joint Business Planning		X	X
Sales Engagement Opportunities		X	X
Early Notification of Event Sponsorship Opportunities			X
Enhanced Resources to Assist with Technical Objectives			X
Enhanced Multinational Business Development Support			X
Expanded Joint Marketing Opportunities			X

Partner Perspective

VESTRA

As an Esri partner for over 20 years, VESTRA relies on Esri's sales and technical support on a regular basis and recognizes that accessibility to such an extraordinary group is rare in today's market space. VESTRA could not have achieved the excellent level of client satisfaction that we have without our relationship with Esri.

Heather Croom | Business Development Manager
 VESTRA Resources, Inc. | vestra.com



Understanding our world.

Esri inspires and enables people to positively impact their future through a deeper, geographic understanding of the changing world around them.

Governments, industry leaders, academics, and nongovernmental organizations trust us to connect them with the analytic knowledge they need to make the critical decisions that shape the planet. For more than 40 years, Esri has cultivated collaborative relationships with partners who share our commitment to solving earth's most pressing challenges with geographic expertise and rational resolve. Today, we believe that geography is at the heart of a more resilient and sustainable future. Creating responsible products and solutions drives our passion for improving quality of life everywhere.



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