

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 GIS solutions and services based on Esri technology. It is a global program with benefits designed to reward partners for their commitment to Esri.

Companies may apply to join the Esri Partner Network at one of three tiers: Silver, Gold, or Platinum.

Each of these tiers provides a variety of sales, marketing, training, support, and technology resources aimed at making you more successful in serving your end users.

## What we look for in a partner

- GIS and line-of-business expertise
- in-depth knowledge of Esri technology
- creative problem solving and solid business practices
- focus on making end users successful
- commitment to a collaborative relationship with Esri

## What's in it for you?

Joining the Esri Partner Network is your best opportunity to hear firsthand about Esri's technologies, and program initiatives and to learn how you can leverage your partnership to maximize market opportunities.

You will have access to a community of like-minded organizations; a world-class platform on which to develop your applications and services; and, most importantly, a personal relationship with Esri to share best practices and resources to ensure your future success.

Silver Tier	Gold Tier	Platinum Tier
<ul style="list-style-type: none"><li>• Technical, marketing, and sales support from Esri</li><li>• Local and national market focus</li></ul>	<ul style="list-style-type: none"><li>• Enhanced technical, marketing, and sales support from Esri</li><li>• Collaborative engagement with Esri on sales and marketing opportunities</li><li>• National and multinational market focus</li></ul>	<ul style="list-style-type: none"><li>• Advanced technical, marketing, and sales support from Esri</li><li>• Global engagement with Esri on sales and marketing opportunities</li><li>• Global, industry-leading firms</li></ul>

## Join the program

Visit [esri.ca/partnernetwork](https://esri.ca/partnernetwork) to learn more about the Esri Partner Network.

# Esri Partner Network Benefits

	Silver	Gold	Platinum
Partner Portal and Partner-only Webcasts	X	X	X
Discount on Esri Software Licenses for Internal Use	X	X	X
Training Discounts on Instructor-Led and Instructor-Led Virtual Classroom Courses	X	X	X
Free Annual User License for Self-Paced Virtual Campus Courses	X	X	X
Use of Esri Partner Network Emblem	X	X	X
Discount on ArcNews and ArcUser Advertising	X	X	X
Listing in Online Esri Partner Directory	X	X	X
Sponsorship and Exhibitor Opportunities at Esri Conferences and Events	X	X	X
Invitation to Annual Esri Partner Network Conference	X	X	X
Discount on Up to Three Registrations for the Esri International User Conference	X	X	X
Unlimited Esri Software Licenses for Demonstration and Marketing Use		X	X
Featured Spot on Esri Web Site		X	X
Assigned Resources to Assist with Technical Objectives		X	X
Assigned Partner Manager from Esri or Esri Distributor to Support Business Development Activities		X	X
Creation of Annual Joint Business Plan		X	X
Sales Engagement Opportunities		X	X
Eligibility to Become a Prequalified Professional Services Provider		X	X
Early Notification of Event Sponsorship Opportunities			X
Enhanced Resources to Assist with Technical Objectives			X
Enhanced Multi-National Business Development Support			X
Expanded Joint Marketing Opportunities			X

## Partner Perspective

### Telvent

Telvent and Esri have long shared a partnership that was formed on the basis that Esri would focus on core technology and that Telvent would build industry-specific solutions for electric, gas, and water.

From the earliest days of our 20-year partnership, Esri and Telvent made the decision that we would never let a customer fail. We never walk away, we never stop listening,

and we never stop looking for ways to improve as a team. This clear set of objectives, trust in each other, and commitment to our customers is what makes our partnership a truly unique approach to the market.

### Andrew C. Bennett

Vice President, Energy, Telvent Utilities Group  
telvent.com

**Esri Canada**

12 Concorde Place, Suite 900  
Toronto, ON M3C 3R8  
T: 416-441-6035  
F: 416-441-6838

**Customer Care**

1-800-447-9778  
customer@esri.ca

**Technical Support**

1-877-441-0337  
support@esri.ca

**esri.ca**

Founded in 1984, Esri Canada provides enterprise geographic information system (GIS) solutions that empower businesses, governments and educational institutions to make timely, informed and mission-critical decisions by leveraging the power of geography. The company distributes the world's leading GIS software from Esri, Telvent, Cityworks - Azteca Systems, Inc. and other technology partners. Headquartered in Toronto, the company serves over 10,000 customers from 16 regional offices across Canada.

**British Columbia**

Vancouver: 604-682-4652  
Victoria: 250-383-8330  
Kelowna: 250-861-3774

**Alberta**

Calgary: 403-262-3774  
Edmonton: 780-424-3774

**Saskatchewan**

Regina: 306-352-3774

**Manitoba**

Winnipeg: 204-943-3774

**Ontario**

Toronto: 416-441-6035  
Ottawa: 613-234-2103  
London: 519-645-4919  
Sudbury: 705-670-0870

**Québec**

Montréal: 514-875-8568  
Québec: 418-654-9597

**Nova Scotia**

Halifax: 902-423-5199

**New Brunswick**

Fredericton: 506-454-7773

**Newfoundland & Labrador**

St. John's: 709-726-3774

