Esri Partner Specialties:
Find Expertise Within The Esri Partner Network

Overview

Esri has more than 2,800 global partners in the Esri Partner Network (EPN) available to help customers achieve their geographic information system (GIS) and location intelligence goals. Partners typically provide content such as high-resolution imagery or data, services such as GIS implementation and systems integration, and solutions that are often associated with specific industries.

Esri has been engaging with partners for more than 50 years, and has invested in an infrastructure of partner specializations, which allows customers to identify partners that have expertise in a specific product or technology, domain area, or industry.

Today, there are numerous and expanding partner specialties, and an EPN partner can specialize in several areas of expertise. More specialties will be added as the breadth of ArcGIS® offerings expand and core specializations are identified.

Frequently Asked Questions and Answers

Q: What has a partner achieved by earning a specialty?

A: Esri partners that have earned specialties have gone the extra mile to keep pace with Esri and ArcGIS software and have demonstrated a continued commitment to advancing location intelligence and ensuring customer success. Partners that have earned specialty designations have carried out successful ArcGIS software deployments, delivered capability presentations, and have ongoing success with their go-to-market strategy.

To ensure that specialty partners stay current on the latest technology and delivery capabilities, there is a three-year review term as well as subsequent periodic reviews to verify that requirements are maintained.

Q: Why do specialties matter to me and my organization?

A: Specialties help identify Esri partners with specific knowledge and capabilities that can help you be successful. These partners have made an investment in staying aligned with Esri technology and have a track record of successful implementations. Of course the choice of a partner is ultimately yours, but using specialties as a criteria in any selection process is highly recommended to optimize the chances for a successful partner engagement.

Q: What are the different partner specialty categories?

A: Esri currently has three specialty categories: Product, Capabilities, and Industry. Common to all specialties are the partners' success in solving problems and achieving goals using ArcGIS software.

Product specialties demonstrate knowledge around deploying a specific product, such as ArcGIS Hub℠ or ArcGIS Enterprise on Kubernetes®.

Capability specialties demonstrate expertise in one of Esri's core functional domains, such as Indoor GIS or Parcel Management. These specialties often involve expertise in multiple ArcGIS products along with specific know-how in the domain.

Industry specialties highlight the depth of partner knowledge aligned to an industry sector. Partners understand the application of Esri technology to the unique use cases and workflows of customers in that industry sector.

Q: What is the ArcGIS System Ready specialty?

A: The ArcGIS System Ready specialty is a foundational specialty to establish a partner's ability to deliver content, services, or solutions with the latest ArcGIS technology. Almost all other specialties require ArcGIS System Ready as a prerequisite to ensure a current approach to serving customer needs.

Q: How do I know if a partner has a specialty?

A: To find EPN partners with specialties, go to Esri's **Partner Directory—https://www.esri.com/en-us/about/partners/find-partner/search**. Each partner card will show the specialties earned on the right hand side, displayed in logo form as seen in the Specialties Overview image on this document. To find partners with a specific expertise, you can use the specialty filter to search for partners with that specialty.

SPECIALTIES OVERVIEW

Product Specialties
- ArcGIS Enterprise on Kubernetes
- ArcGIS Hub
- ArcGIS Urban

Capabilities Specialties
- Indoor GIS
- ArcGIS Cloud Services
- Parcel Management
- Network Management

Industry Specialties
- Federal Small Business
- State and Local Government
- Nonprofit

ArcGIS System Ready
- ArcGIS System Ready

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