

Esri Partner Network Benefits

	Partner Network Member	Partner Network Gold	Partner Network Platinum
TIER FEE	\$2,000 USD	\$10,000 USD	\$50,000 USD
BENEFITS			
Demo and Marketing Licenses	✓	✓	✓
Partner Community	✓	✓	✓
Esri Brand and Marketing Assets	✓	✓	✓
ArcNews and ArcUser Advertising Discount	10%	15%	20%
Opportunity for Press Releases**	✓ (NEW)	✓	✓
Value-Added Reselling and Referral Programs	✓* (NEW)	✓* (NEW)	✓* (NEW)
Opportunity to Earn All Specialties	✓ (NEW)	✓	✓
Partner OEM Pricing	✓	✓	✓
ArcGIS Location Platform Voucher	\$100 USD (NEW)	\$200 USD (NEW)	\$300 USD (NEW)
Esri Training Discount	10%*	10%*	10%*
Esri Conference Registration Discount	10% (NEW)	20% (NEW)	20% (NEW)
Esri User Conference Passes	2 (NEW)	6 (NEW)	12 (NEW)
Esri Technical Certification Vouchers	2	5	10
Esri Partner Conference/Esri Developer Summit Passes	1	4	6
Pre-Sales Support	By Request (NEW)	By Request (NEW)	By Request (NEW)
Partner Manager	—	Assigned	Assigned
Advisor Hours	—	20*	100*
Premium Support Services	—	—	5 cases

*Partners managed by Esri Distributors may have different benefits.

**At Esri's discretion.

- New Esri Partner Network Member level benefits effective October 1, 2024.

Esri Partner Network Benefits

BENEFITS DESCRIPTIONS

Demo and Marketing Licenses	Leverage ArcGIS software to demonstrate and market ArcGIS with Partner offerings to customers.
Partner Community	Esri Partner Community offers partners exclusive access to business, technical, and marketing resources, with an opportunity to engage with other Partners and Esri staff.
Esri Brand and Marketing Assets	Esri Partner emblems and marketing resources help Partners highlight their Esri partnership and showcase their offerings.
<i>ArcNews</i> and <i>ArcUser</i> Advertising Discount	Partners can advertise to over 500,000 <i>ArcUser</i> and 800,000 <i>ArcNews</i> subscribers.
Opportunity for Press Releases**	Submit a Partner Community case to request that Esri participate in a press release.
Value-Added Reselling and Referral Programs	With approval, Partners can bundle their product with an ArcGIS product to sell as a solution to customers. Partners can also refer customers to the Esri's Store using a unique referral code.
Opportunity to Earn All Specialties	Partners can showcase their expertise by earning Esri Partner Specialties.
Partner OEM Pricing	With approval, partners have the exclusive ability to OEM ArcGIS capabilities for their products.
ArcGIS Location Platform Voucher	Receive an annual voucher to use with ArcGIS Location Platform services.
Esri Training Discount	Esri Training helps Partners learn new skills and build knowledge about ArcGIS products.
Esri Conference Registration Discount	Use this registration discount for all Esri Inc. hosted conferences except for the Esri Partner Conference. Partners already receive exclusive pricing for this event.
Esri User Conference Passes	These passes can be used by Partners for Esri User Conference registration.
Esri Technical Certification Vouchers	Partners can use these vouchers to take Esri Certification exams.
Esri Partner Conference/Esri Developer Summit Passes	Partners can use these passes to register for the Esri Partner Conference, Esri Developer Summit, or both events combined.
Pre-Sales Support	Submit a Partner Community case to request business or technical support for an opportunity.
Partner Manager	An Esri Partner Manager helps Partners successfully sell and go to market with Esri.
Advisor Hours	Esri Professional Services Advisors help Partners stay up to date with ArcGIS releases and connect Partners with Esri product experts.
Premium Support Services	Esri Premium Support provides Partners a devoted support contact, prioritized case management, and 24/7/365 support.

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