

Esri Partner Network (EPN) Program Features & Benefits Comparison Chart – Effective January 2, 2020

Benefits	Associate	Startup	Bronze	Silver	Gold	Platinum
Annual Fees			\$1,000	\$5,000 Year 1 waived for graduating startups	\$15,000	\$65,000
Marketplace Provider Annual fee	\$500	Waived up to 10 Listings	\$500	Waived	Waived	Waived
Account Management	Digital or Inside Sales team	Assigned Partner Manager	Digital or Inside Sales team	Assigned Partner Manager	Assigned Partner Manager	Assigned Partner Manager
Partner Community (Portal Users)	1	2	2	5	10	20
Sales Authorizations	Solution Delivery	Solution Delivery or Bundle	Solution Delivery or Bundle	Solution Delivery or Bundle	Solution Delivery or Bundle	Solution Delivery or Bundle
Technical Enablement Webinars & Resources	✓	✓	✓	✓	✓	✓
Early Adopter Program	✓	✓	✓	✓	✓	✓
10% Training Discount		✓	✓	✓	✓	✓
Core Certification Exam Vouchers				5	10	10
Remote Technical Consulting Services		Available for a fee	Available for a fee	Available for a fee	20 hours	Available for a fee
Technical Advisor Services					40 hours	
Advantage Program for Partners		Available for a fee	Available for a fee	Available for a fee	Available for a fee	✓
Premium Support Services		Available for a fee	Available for a fee	Available for a fee	Available for a fee	5
Demo & Marketing Licenses		5+ *	5	10	Unlimited	Unlimited
Partner Software Discounts		✓	✓	✓	✓	✓
May qualify for Specialty Designations		Most	✓	✓	✓	✓
Additional Offices		✓	✓	✓	✓	✓
Branding & Emblems		✓	✓	✓	✓	✓
Partner Directory Listing		When integrated	✓	✓	✓	✓
Partner Network Plaque			✓	✓	✓	✓
Media & PR Enablement		When integrated		✓	✓	✓
Sales Engagement					✓	✓ Global
Marketing Engagement					✓	✓ Global
Exhibit & Sponsorship Opportunities at Esri events		Invite only for SUZ	✓	✓	✓	✓ Early notifications
EPC, DevSummit, or GeoConX		2 per event*		4 passes	8 passes	12 passes
ArcNews & ArcUser Advertising discount		10%	10%	10%	15%	20%
Business Planning				✓	✓ Joint Business Planning at Partner Site	✓ Joint Multinational Business Planning at Redlands, CA
Sponsorship & BD Support					✓	✓ Global
Annual Marketplace Listing Advertisement in ArcNews						✓

*Refer to Supplemental Benefits for Startups