



EPN Policies for ArcGIS System Ready Specialty

The ArcGIS System Ready Specialty Policies apply to Esri Partner Network partners that have applied and been approved by Esri to participate in the specialty. This specialty is for partners that are highly focused on delivering services, content or solutions leveraging the latest versions of ArcGIS.

The term of the specialty designation is three (3) years.

These policies are subject to change with a 30-day notice. Esri reserves the right to modify, cancel, or extend the ArcGIS System Ready Specialty on a periodic basis.

ArcGIS System Ready Specialty

The ArcGIS System Ready Specialty ("Specialty") provides partners with resources to differentiate their company in the market, be recognized for their expertise and offer them incentives to help grow their business using the latest versions of ArcGIS.

Eligibility

To be eligible for the Specialty, candidates must be an Esri Partner Network partner in good standing and meet the following criteria:

- Adopt the latest version of Esri technology on a consistent basis
- Demonstrate a repeatable approach for migrating partner offerings to the latest release of ArcGIS
- Provide example of one customer engagement for each focus area (solution, service, content), that illustrates successful implementations of the latest versions of ArcGIS
- Offer defined solutions, services or content using the latest capabilities of ArcGIS
- Promote ArcGIS System Ready offerings
- Train staff in ArcGIS, utilizing available training and learning plans
- Participate in Esri Early Adopter Community or Programs
- Attend monthly technical enablement webinars
- Follow the ArcGIS Product News for Partners Chatter group in the Partner Community

To participate in the Specialty, partners must apply through the Partner Community. Applications are reviewed and approved/declined by Esri.

Benefits

Partners in the ArcGIS System Ready Specialty receive the following benefits:

- Specialty emblem—Access to a specialty emblem for use in marketing.
 - Use of the emblem must adhere to the usage guidelines provided in the [Esri Brand Partner Usage Guide](#) on the Partner Community webinars and early adopter programs
- Unlock various opportunities:
 - ArcGIS Marketplace listing
 - Geo-Enabled Specialties
 - Technology Specialties
 - Industry Specialties

Esri will promote partners approved for the specialty in the following ways:

- Specialty emblem displayed in [Find a Partner](#)
- Specialty filter on Find a Partner
- Featured in the Specialty listing on Esri.com
- Specialty recognition when exhibiting at Esri User Conference

Expectations

Annual Review

For Silver, Gold, and Platinum partners, the annual specialty review is done in conjunction with the Partner Plan assessment. Key areas of review include the partner's engagement with customers, teaming with Esri, technology success and training expectations.

Bronze and Startup partners must participate in the annual ArcGIS System Ready specialty survey, demonstrating continued qualification for the specialty.

Requalification

The term of the specialty designation is three (3) years. At the end of the term, Partner may be asked to requalify and will be assessed at the then current criteria. Esri may waive the requalification requirement and extend the specialty enrollment for another 3-year period. Requalification for the specialty is at the sole discretion of Esri.

For Questions

Contact your Partner Manager or email partnerresourcecenter@esri.com.