

Partnering with eSpatial: Information for integration partners

Partnering with eSpatial offers you the opportunity to leverage trusted Geographic Information System (GIS) technology to accomplish your business goals.

When you partner with us, you benefit from our reputation for excellence and our substantial ongoing investment in research and development of our flagship product, eSpatial OnDemand GIS™.

Benefits of partnering with eSpatial

Partnering with eSpatial provides a wide range of benefits, including:

- **Access to enterprise-grade GIS software without the overheads**

As a partner, you'll get have access to our cutting-edge GIS technology, eSpatial OnDemand GIS™, without the overheads.

Because GIS is our business, we're constantly investing in research, development, maintenance and support of eSpatial OnDemand GIS. As a partner, you receive all the benefits of our investment without bearing the financial burden.



- **Partnering with an established GIS specialist**

Established in 1997, eSpatial's core business has always been GIS. As a partner, you gain additional credibility by leveraging our trusted reputation and considerable knowledge as GIS experts.

- **Opportunities to expand or consolidate your customer base**

As an eSpatial partner, you broaden the range of services you offer by adding eSpatial OnDemand GIS to your existing product and service offerings.

- **Opportunities to grow your business and your revenue stream**

Times are tight and every opportunity counts. Partnering with eSpatial provides you with additional revenue opportunities in your current client base, as well as new opportunities in the marketplace.

eSpatial Inc.

2325 Dulles Corner Boulevard, Suite 500, Herndon, VA, USA – 20171
Ph: +1 877 365 1456

eSpatial Solutions EMEA

Block A1, East Point Business Park, Fairview, Dublin 3, Ireland.
Ph: +353 1 870 8800 | Fax: +353 1 870 8899 | UK: +44 (0) 800 169 0451

The integration partnership

eSpatial's integration partnership enables IT companies to deliver seamless spatially-enabled solutions to their customers.

Using eSpatial OnDemand GIS™ with either Software-as-a-Service (SaaS) or in-house server delivery, integration partners can deliver full spatial solutions, or applications with embedded spatial functionality.

Benefits of becoming an integration partner

Becoming an eSpatial integration partner provides you with:

- Technical and pre-sales support.
- A co-branded demo environment.
- Access to training demos and tutorials.
- Partner pricing, with the ability to set your own margins.
- Tier-2 technical support.
- Advance product development information.
- The opportunity to use our logo and trademarks in your marketing collateral.



As an eSpatial integration partner, you maintain the primary relationship with your customers, providing them with tier-1 support and billing them directly.

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eSpatial OnDemand GIS™

Transforming geographic data into business insights

eSpatial OnDemand GIS transforms data with a geographic component into easily-understood maps, charts and graphs that can be interpreted to provide actionable business insights.

Location intelligence helps organisations to understand their data in relation to geography and location. Traditionally, a location intelligence tool has been known as a Geographic Information System (GIS), and has generally taken the form of a desktop application used by GIS specialists.



Leverage the power of trusted Geographic Information System (GIS) software used by experts to gain additional insights into your organisation's existing data.

Enjoy the benefits of trusted GIS software

eSpatial OnDemand GIS gives you:

- **Full, user-friendly functionality**
eSpatial OnDemand GIS combines the full, rich toolset of traditional GIS software with a user-friendly browser interface designed to make analysis and reporting quick and convenient.
- **Choice of delivery: SaaS or in-house server**
eSpatial OnDemand GIS isn't a piece of desktop software – it's hosted either in by eSpatial in a traditional Software-as-a-Service (SaaS) environment, or you can host it yourself in-house.
- **Low-cost, subscription-based pricing for SaaS delivery**
Our affordable subscription-based SaaS pricing starts from just US\$55/ £32/ €40 per user, per month.

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Transforming traditional GIS: eSpatial OnDemand GIS with SaaS delivery

When you select eSpatial OnDemand GIS with SaaS delivery, you access offers the full, rich toolset of traditional GIS software – plus all the advantages of the SaaS delivery model.

Benefits of the SaaS delivery option include:

- **Quick delivery**
Get started in a matter of days!
- **Cost savings**
No CAPEX outlay, and affordable user-based subscription pricing.
- **Flexibility & scalability**
It's easy to start small and add more users as business dictates.
- **No IT hassles**
There's no hardware or software to buy or download, and no in-house application support required.



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About eSpatial

Pioneers in GIS and location intelligence delivered via SaaS

eSpatial is a leading provider of Geographic Information Systems (GIS), and a pioneer in the provision of location intelligence delivered via Software-as-a-Service (SaaS).

Established as a GIS services outfit in 1997, we launched our first commercial offering in 2005: eSpatial OnDemand GIS™ (formerly known as iSMART). In 2010, eSpatial OnDemand GIS pioneered the availability of a full-function GIS or location intelligence tool with SaaS delivery.

The combination of the full functionality of the traditional GIS toolset, combined with the cost-effective and resource-efficient SaaS delivery model, is fundamental to our drive to make the benefits of location intelligence more available to the wider business community.

As an established presence in the GIS and location intelligence space, we have developed considerable expertise and intellectual property in spatial software use and development.

We are proud to work with leading technology partners such as Oracle, NAVTEQ and Digital Globe; and to count Verizon and EPCOR Utilities in North America, and national and local government organizations across the UK and Europe among our international customers.

eSpatial is headquartered in Dublin, Ireland.

Management team

Philip O'Doherty, CEO

As Chief Executive Officer of eSpatial, Philip has provided the vision and leadership necessary to pioneer full-function GIS delivered via Software-as-a-Service (SaaS).

Prior to joining eSpatial, Philip gained 30 years' experience in finance across a range of industries. He was most recently Portfolio Manager at private equity investment firm International Investment & Underwriting (IIU), and prior to that, Group Finance Manager at Dublin Airport Authority.



Philip is a Fellow of the Chartered Association of Certified Accountants, has a Masters in Finance from Dublin City University, an MSc in Management Practice from Trinity College Dublin, and has completed a Stanford Leadership for Growth program.

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Eamon Walsh, CTO

Eamon Walsh sets the technology direction for eSpatial, manages its development and professional services groups, and defines solutions with clients and partners.

With over 20 years' experience in the IT industry, Eamon has led development of enterprise applications with companies such as IONA Technologies and Fujitsu ICL.

Eamon holds a B.Eng degree in Electronic Engineering from the National University of Ireland (University College Dublin).



Colm Mulcahy, Chief Sales & Marketing Officer

As eSpatial's Chief marketing & Sales Officer, Colm is responsible for educating and connecting organisations with opportunities presented by location intelligence tools.

Colm is a SaaS veteran, with more than 13 years' experience in the space. He was a co-founder of Saaspoint, a highly successful company focused on the deployment of cloud technologies that has become Salesforce.com's premier consulting partner.

Colm holds a BSc in Marketing and is a Member of the Marketing Institute of Ireland (MMII).



Interested in exploring integration partnership opportunities?

We'd love to talk to you!

Enquire today at: <http://www.espatial.com/partners/enquire>

Or call us:

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