

Greater Agility in the GIS market – con terra to be Platinum Partner of Esri

The founders and management of con terra GmbH have taken over the shares held by Esri Deutschland GmbH in a Management Buyout (MBO). Esri Deutschland will now focus on its core business around the ArcGIS Platform. The close cooperation with con terra will be continued and strengthened through their Platinum Partner Status.

Kranzberg/Münster, December 13, 2018 – In future, Esri Deutschland, distributor of ArcGIS, named by Forrester as the leading Location Intelligence Platform, and con terra, integrator of Geo-IT solutions, will be cooperating as partners within the market. con terra is an Esri Inc. Platinum Partner, excelling at bringing expertise and critical company-wide solutions to customers as a Geo-IT integrator. With this step, Esri and con terra will become more flexible and yet be more focused on bringing innovative GIS solutions to their customers.

Focusing on individual Geo-IT solutions

For more than 10 years con terra GmbH has been part of the Esri Deutschland Group but in the course of the change of partner at Esri Deutschland GmbH, the founders and management of con terra GmbH decided to demerge. Uwe König, Managing Director of con terra, sees this is a win-win situation for both sides: “Through our Platinum Partnership we will continue to maintain close ties with Esri Deutschland. As a Geo-IT integrator, our core business is the integration and implementation of ArcGIS Platform-based solutions for each and every customer to drive their competitive advantage in the ongoing digitization.”

Esri customers are leveraging Location Intelligence

Jürgen Schomakers, Managing Director of Esri Deutschland, views this change of structure as a newly adjusted focus on their core business: “In close cooperation with our customers in the private and public sectors, we’re developing a location strategy for them to be able to turn geodata into value added. In utilizing this strategy, workflows become digitized and spatial data becomes visualized. Thanks to the ArcGIS Platform, our customers are equipped to optimize their processes in the ongoing digitization and make more informed business decisions. We will continue to focus on ArcGIS and our consulting and services portfolio for customers as well as partners in Germany and Switzerland.”

This press release is also available on [esri.de/neuigkeiten/news](https://www.esri.de/neuigkeiten/news)

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About Esri Deutschland GmbH

ArcGIS offers a unique set of capabilities for applying location-based analytics in the private industry sector, administration, and science to enable informed planning and decision-making. The intuitive and highly adaptive ArcGIS Platform can be integrated seamlessly into local infrastructures or be deployed in the cloud. The mapping and analysis capabilities are available everywhere and anytime. More than one million users worldwide take advantage of these broad capabilities.

Esri Deutschland GmbH, headquartered in Kranzberg near Munich (Germany), is the exclusive distributor of Esri Inc. products with ten locations in Germany and Switzerland. Esri supports users with a wide range of training, support and consulting services and the great expertise of more than 300 employees.