



As an Enterprise Partner, you will receive personalized access to RoadBotics Partner Success Team who can provide you with the following business development support services:

### **DEDICATED STAFF**

You'll be paired with a dedicated Partner Success Team Member to serve as your 24/7 lead RoadBotics contact focused on providing services to you and your team.

### **LEAD GENERATION**

Our Partner Success Team will conduct business development for you through digital marketing and direct outreach efforts. We'll source qualified leads, educate them on RoadBotics, and pass them to you to complete the sale.

### **CO-BRANDED COLLATERAL**

Your logo will be alongside RoadBotics on co-branded collateral focusing on our combined solutions and benefits. Have ideas for custom collateral? Let us know, and we can create it.

### **SALES TRAINING**

We will host in-person or remote training sessions so that your project engineers and sales are fully equipped to sell RoadBotics to your clients. Have multiple offices? The Partner Success Team will help educate each one.

### **LUNCH & LEARNS**

Educating potential clients about new technology is best done over lunch! Our Partner Success Team will work with you to coordinate and present RoadBotics to your clients in the informal setting of a lunch and learn.

### **CONFERENCE PRESENTATIONS**

Our Partner Success Team will contribute, participate, and present alongside you at conferences in your region or in regions you'd like more exposure. This includes joint presentations, booth displays, and more.

### **JOINT PUBLICATIONS & VIDEOS**

Interested in jointly publishing a white paper, technical study, or client case study? We'll work with you to plan, write, publish, and distribute content that matters most to you- including client video success stories.

### **WEB EVENTS**

Let us host a remote educational web event with you. We can feature our product with a live demo or work with you to come up with a topic we can present together.

### **ADDITIONAL SUPPORT**

Our Partner Success Team is here to support your business development goals. Do you have an idea how RoadBotics can be helpful? Contact us today!