

# Enterprise Partner Program

## Road Assessment Tools for Civil Engineering Firms

The Enterprise Partner Program equips civil engineering firms with RoadBotics by Michelin suite of software tools (RoadSense, RoadNav, RoadWay and AgileMapper) and data (AI Pavement Assessments, AI Asset Inventories). As an Enterprise Partner, a firm becomes a certified vendor of our pavement assessment and asset inventorying systems, allowing them to sell our solutions to public and private customers.

### What's Included in the Program:



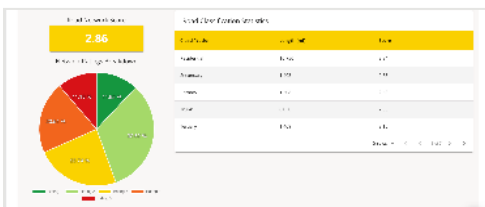
#### Collect Image Data Seamlessly

Unlimited access to RoadSense, our data collection app, and RoadNav, our turn-by-turn navigation to streamline your data collection tasks.

	A	B	C	D	E	F
1	rating	st_name	length	color	epci	start
2	5	Hill Street	160.6180077	d7191c	0	[-83.7416506, 42.2718592]
3	5	Hill Street	114.310128	d7191c	0	[-83.7410561, 42.2718772]
4	5	East Ann Street	136.2630017	d7191c	0	[-83.7472065, 42.2823225]
5	5	South Main Street	113.900444	d7191c	0	[-83.7486183, 42.2792752]
6	5	North Fifth Avenue	241.7484292	d7191c	0	[-83.7458698, 42.2841656]
7	5	North Ingalls Street	193.9401684	d7191c	0	[-83.7385871, 42.284518]
8	4.964285714	West Mosley Street	271.0943727	d7191c	0.892857143	[-83.753261, 42.2727311]
9	4.92	West Mosley Street	260.057895	d7191c	2	[-83.751024, 42.272781]
10	4.875	Packard Street	87.4864602	d7191c	3.125	[-83.7443172, 42.2743746]
11	4.875	West Washington Street	72.51820593	d7191c	3.125	[-83.7520402, 42.2806003]
12	4.857142857	North Fifth Avenue	91.57584964	d7191c	3.571428571	[-83.7458832, 42.2839145]
13	4.833333333	North Ashley Street	81.36806977	d7191c	4.166666667	[-83.7497168, 42.2823888]
14	4.803921569	East Kingsley Street	514.5162428	d7191c	4.901960784	[-83.7436619, 42.2847594]
15	A.R.	South Main Street	116.1457434	d7191c	0	[-83.7486036, 42.2795872]

#### Help Your Clients Make Data-Driven Decisions

The automated processing of the pavement assessment data reduces data preparation, so you can spend more billable hours on developing management plans for your clients. or share the data with them directly from the platform.



#### Centralize Your Assessment Projects

Unlimited access to the RoadWay Platform enables anyone on your team to create new assessment projects, visualize your data, and manage all of your clients' assessments in one place.



#### Develop Your Business Pipeline

The RoadBotics by Michelin Partner Success Team is at your service! They can provide exclusive training, marketing tools, and networking opportunities.

*"As an Enterprise Partner, we have been able to incorporate our work with Roadbotics by Michelin to grow our Intelligent Pavement Management Program. We provide our clients with an affordable road survey that is detailed, but also provides a great snapshot and understanding of their municipality/facility pavement conditions."* - **Megan Todaro, Staff Engineer at Pennoni**

# Enterprise Partner Program Benefits

Leverage Our Team's Expertise

## DEDICATED STAFF

You'll be paired with a dedicated Partner Success Team Member to serve as your 24/7 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, and pass them to you to complete the sale.

## CO-BRANDED COLLATERAL

Your logo will be alongside RoadBotics by Michelin 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 our services 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 our services to your clients in the informal setting of a lunch and learn.

## CONFERENCE PRESENTATIONS

Our Partner Success Team will contribute, participate, and present with 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 by Michelin can be helpful? Contact us today!

We're proud to provide automated assessment to communities and partners across the country and around the world.

**300+**  
COMMUNITIES

**30+**  
PARTNERS

**14**  
COUNTRIES

**34**  
US STATES

**GET IN TOUCH TODAY!**

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