



Channel Partner Program Overview

BDR partners with contractors, manufacturers, and service providers to modernize roof inspections using autonomous robotics and AI-driven analytics. Our Inspection-as-a-Service (IaaS) platform enables faster inspections, defensible reporting, and scalable recurring revenue without increasing operational complexity.

Partner Packages

Tier 1 - Authorized Partner

Who it's for: Contractors, consultants, and distributors introducing autonomous roof inspections into their service offering.

What's Included:

- Introductory partner pricing for early projects
- One-day onboarding and virtual deployment training
- Access to BDR technical documentation and support
- Use of the Authorized Partner badge in proposals and marketing
- Listing in the BDR Partner Directory

Value Delivered: Launch autonomous inspections quickly with minimal risk, full technical backing, and professional-grade deliverables from day one.

Tier 2 - Certified Partner (Most Popular)

Who it's for: Experienced providers scaling inspection volume or embedding BDR into existing workflows.

What's Included:

- Volume-based pricing with 10–15% margin incentives
- Rights to resell Roof Inspection-as-a-Service subscriptions

- Co-branded proposals, sales decks, and case studies
- Shared project leads from BDR's pipeline
- Dedicated Partner Manager for sales and delivery alignment

Value Delivered: Transform inspections into a repeatable, subscription-driven revenue stream while expanding geographic and portfolio reach.

Tier 3 - Strategic Alliance Partner (By Invitation)

Who it's for: National suppliers, large contractors, insurers, and portfolio operators.

What's Included:

- Custom pricing, commercial terms, and integrations
- Early access to new Roofus analytics and dashboard features
- Dedicated technical integration and project design support
- Co-branded PR, pilots, and industry visibility

Value Delivered: A deep, long-term collaboration shaping the future of autonomous diagnostics and portfolio-scale asset intelligence.

Revenue & Margin Opportunities

- Inspection Margins: 10–25% markup on volume-based laaS pricing
- Operational Leverage: 3–5× more projects per quarter through faster deployment
- Subscription Upsell: Annual recurring revenue from data and analytics access
- Portfolio Repeatability: Scalable workflows with minimal retraining

BDR partners benefit from predictable revenue while reducing labor, travel, and documentation costs.