



The Mobile Robot Company

Knowledge Center — Application Process · 2026-08-04

<https://info.mobilerobot.com/partners/program/application-process>

Application Process

Qualified integrators, distributors, and service partners can apply to join The Mobile Robot Company's global network. Applications are handled by country. This page describes how the process works from first contact to onboarding.

Who can apply

The [program](https://info.mobilerobot.com/partners/program/program-overview/) (<https://info.mobilerobot.com/partners/program/program-overview/>) is open to organizations whose primary business naturally complements the robots — for example manual-fork-truck businesses or automated-material-handling businesses with an existing customer base and service capability. See [Who We Are Looking For](https://info.mobilerobot.com/partners/become-a-partner/who-we-are-looking-for/) (<https://info.mobilerobot.com/partners/become-a-partner/who-we-are-looking-for/>) and [Partner Types](https://info.mobilerobot.com/partners/program/partner-types/) (<https://info.mobilerobot.com/partners/program/partner-types/>).

Express interest

Start the conversation through either channel:

- the **Partner with us** section on www.mobilerobot.com (<https://www.mobilerobot.com>);
- email to the partner team at hello@mobilerobot.com.

Because partnerships are established country by country, state the country or countries you want to cover and describe your current business — what you sell, integrate, or service today. Full contact details are on [Contact the Partner Team](https://info.mobilerobot.com/partners/become-a-partner/contact-the-partner-team/) (<https://info.mobilerobot.com/partners/become-a-partner/contact-the-partner-team/>).

What the company looks at

The discussion centers on fit with the program's expectations:

- ability to run one or more physical experience centers with hands-on demonstrations;
- willingness to stock product for immediate fulfillment;

- capacity to offer the full range — sales, paid trials, installation, and after-sales contracts;
- field-service technicians who can be trained on the product;
- an internal product Champion;
- commitment to recurring joint business planning.

The detailed expectations are described in [Requirements](https://info.mobilerobot.com/partners/program/requirements/) (<https://info.mobilerobot.com/partners/program/requirements/>).

After acceptance

New partners are taken through a structured start:

- a joint first-phase business plan;
- a two-day sales and service training workshop, followed by unlimited remote support;
- the option to purchase the one-time [Starter Package](https://info.mobilerobot.com/partners/become-a-partner/starter-package/) (<https://info.mobilerobot.com/partners/become-a-partner/starter-package/>), which equips the experience center with a demo robot and includes training, on-site deployment support, and a geographically targeted lead-generation campaign.

The steps are described in the [Onboarding Process](https://info.mobilerobot.com/partners/become-a-partner/onboarding-process/) (<https://info.mobilerobot.com/partners/become-a-partner/onboarding-process/>).

Availability by country

The network covered eight countries as of June 2026 and is expanding. The company does not publish a list of covered countries; ask the partner team about the status of your market. See [Country Availability](https://info.mobilerobot.com/partners/become-a-partner/country-availability/) (<https://info.mobilerobot.com/partners/become-a-partner/country-availability/>).