

BATCHXPLOER Live Partner Program

Partner with Theloris Solutions to help process-development, pilot-plant, MSAT, automation, and small-scale GMP teams review runs faster with better evidence.

Partner value statement

BATCHXPLOER creates software and service opportunities around edge connectivity, historian/PI integration, controlled engineering reports, Process Insight, validation-aware workflows, SOP mapping, training support, and partner-led implementation services.

Who we want to work with

Partner type	Best fit	Commercial role
Referral Partner	Trusted industry contacts, consultants, advisors	Introduce qualified opportunities and stay visible through conversion
Co-Sell Partner	Automation, CSV, process, and MSAT consultants	Jointly qualify, demo, scope, and support deal progression
Implementation / Validation Partner	Edge, historian, OPC/PI, CSV, and GMP documentation specialists	Quote on-site support and services under partner SOWs
Enterprise / Network Partner	Regional SIs or life-sciences service firms	Support multi-site, private-cloud, or custom rollout opportunities

Package ladder

Package	Price / target	Partner notes
Founding Alpha	Free software for 90 days	Use to create proof and qualify paid fit; hardware/services separate
Starter	\$1,500/mo+	One process area, one gateway, basic controlled run review
Pilot Plant Pro	\$4,500/mo target	Multi-room, MES/SFC, Process Insight, multiple gateways
Scale-Up / GMP Ops	\$7,500/mo target	GMP package drafts, backup/restore evidence, CQA roadmap
Enterprise / Network	Custom quote	Multi-site, private cloud/VPC, custom connectors, partner-led rollout

How partner engagement works

1) Register the deal. 2) Theloris reviews/accepts registration and conflict status. 3) We qualify pain, process area, users, gateway path, and validation/service scope. 4) Theloris sells SaaS and Edge Gateway Kits. 5) Partners quote on-site validation, installation, historian/edge integration, CSV support, and SOP/training services under their own SOWs. 6) Commission eligibility and timing follow the signed partner agreement.

Commercial guardrails

Partners may not promise custom source-code changes, full enterprise MES replacement during alpha, automated QA batch release, product disposition, or free validation execution. Services are scoped separately from the SaaS subscription.

Contact: sales@batchxplorer.live | Website: batchxplorer.live/partner.html