

Qualified Trailer Partner Program

A network of certified partners trained to configure, install, and service Verkada's MT81 Cloud-Managed Security Trailers.

Overview

With the launch of the [MT81 Cloud-Managed Security Trailer](#), we invite Verkada partners to join our new Qualified Trailer Partner (QTP) Program. Once certified, you will be eligible to purchase, deliver, install, and service Verkada trailers, gaining direct access to new customer opportunities as demand grows.

The QTP Program verifies that you have the capabilities and skills to deploy and manage Verkada trailer solutions, including:

- Recommending suitable configurations based on security needs, power availability, and budget
- Coordinating delivery with forklift operators to unload trailers from flatbed trucks
- Properly installing devices, such as cameras and gateways, and setting up trailers on site
- Performing on-site trailer maintenance

As a QTP, you'll be the expert on the ground for the entire lifecycle of the trailer, from design to deployment to servicing.

How to become a QTP

Our open QTP application window is currently closed. However, we continue to evaluate and onboard partners who bring forward active customer opportunities.

To become a QTP, you will need to submit an application verifying your capabilities to deploy and manage Verkada trailer solutions. Additionally, your legal decision maker will need to sign an addendum. To request the application materials, please email connectivity-sales@verkada.com with your deal information and the names and emails of the applicant and legal decision maker.

Once these documents are submitted and approved, you will be certified and listed as a QTP in Verkada's partner directory. Verkada reserves the right to remove partners who fail to meet service standards.

Key benefits

- **Capitalize on a growing market:** From retail to construction, organizations are rapidly adopting mobile security trailers to protect their sites.
- **Access Verkada trailer opportunities:** Verkada's cloud-managed trailer is redefining perimeter security, which only QTPs can deploy.
- **Expand your revenue streams:** Offer new solutions that drive recurring revenue.

Example use cases

- **Parking lot surveillance** for retail, warehousing, and logistics customers.
- **Remote site surveillance**, such as in construction, energy, agriculture, and mining.
- **Street and traffic inspection**, providing law enforcement with rapidly deployable ALPR and safety-monitoring solutions.
- **Temporary and rapidly deployable security** for events, festivals, or short-term monitoring needs.

How to order a trailer

The MT81 comes in two variants: the MT81-6KWH and MT81-13KWH, each with a different battery capacity to accommodate a range of power requirements. Customers can select a Verkada-validated configuration (VVC) or customize the trailer with up to six devices and a gateway. For more information on configurations, you can visit the [datasheet](#).

To help you advise a customer on the best trailer solution, we have created a [trailer configurator](#), with which you can estimate uptime, battery runtime, and cost for any configuration and deployment location.

Trailers are ordered through the Verkada store. Once placed, you will receive a confirmation email and be directed to respond with a completed [Trailer Order Form](#). In this form, you will specify the trailer's devices and the individual responsible for installing the trailer. Once the form is approved, the Verkada order will be cleared for shipping.



Your service offerings

To join the QTP Program, you must be capable of providing the following core services, which are further detailed in the Partner Portal. You must fulfill the below responsibilities yourself and you may not use subcontractors. You can offer these services individually or bundle them as a fully-managed subscription to create recurring revenue streams.

Solution design and site assessment

- Assess your customer's power requirements to recommend the best trailer configuration.
- Verify that the trailer's solar power system has sufficient capacity for the devices being installed, the location's solar conditions, and the customer's uptime requirements.
- Advise when a customer is better served by other Verkada perimeter solutions, such as the CR63-E Remote Camera or a GC31-E Cellular Gateway with connected Verkada devices.

Delivery and installation

- Coordinate all delivery logistics, including unloading the trailer with a forklift or loading dock at a location accessible by flatbed.
- Clean and prepare the trailer for deployment.
- Complete the on-site trailer setup and configuration according to the [install guide](#).
- Install and commission all Verkada devices onto the trailer.
- Receive the trailer's Manufacturer's Certificate of Origin (MCO) from Verkada and transfer it to your end customer upon final sale.
- Submit an [end-customer delivery report](#) to Verkada.

Ongoing service and support

- Process and fulfill [warranty](#) RMA claims on behalf of your customers.
- Provide repair options for non-warranty issues.
- Coordinate trailer retrieval from your customer at the end of their deployment period, if you are offering rentals or subscriptions.

Part replacements

- **Warranty:** For parts that need to be replaced under warranty, you will reach out to support@verkada.com and coordinate with our support team.
- **Non-Warranty:** If a replacement is not covered by warranty, your customer can order the necessary parts through you.
- **Shipping:** Please note that there may be a 48-hour shipping delay for parts that are not regularly inventoried.

Product returns

- Coordinate all trailer disassembly and return logistics.
- Note: Verkada accepts returns of trailers and their connected devices according to the policies in the Verkada End User Agreement. Customers are responsible for arranging and paying for return shipping, which must be sent via LTL (Less-Than-Truckload) freight.

Optional value-added services

- Monitoring of power usage and solar performance to ensure continuous uptime.
- Regular panel cleaning and preventive maintenance packages.



Questions? Reach out to connectivity-sales@verkada.com