

Mining & Aggregates Inventory Services

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(Primary Profit Engine – 50%)

This should be treated as our “Core Division.”

Why?

- Recurring revenue
- Clear ROI to client
- Strong differentiation
- High barrier to entry

Structure:

Service Line Lead - Mining & Aggregates

- Owns revenue target
- Owns client retention
- Owns pricing discipline
- Oversees pilots + data processing for this vertical

Under this role:

- Field Operations (Pilots assigned to mining jobs)
- Data Processing (Volumes, LiDAR, reporting)
- Account Management (Recurring scheduling)

This line should feel operationally tight and repeatable.