

Technology Partner Program



Who is it for?

Our tech partners are SaaS providers who have built specific integrations between their apps and Ringover. Their aim is to give end users more value when using their apps.

Our technology partners have access to Ringover Marketplace to showcase to users the value of using their app with Ringover.

Requirements:

- Be listed in Ringover Marketplace.
- Have Ringover listed on your website.
- Access to your app's test account.

Why join Ringover technology partner program?

- ✓ Presence in Ringover marketplace **next to popular SaaS tools.**
- ✓ Access **50,000+ new users** in more than **60 countries** across all continents.
- ✓ Increase user adoption of your product through **co-marketing activities.**
- ✓ Receive **marketing, technical and sales** support throughout our partnership.
- ✓ Develop a **tailor-made offer** for your customers (integrated dialer, automatic contact and call activity syncing and more).
- ✓ Enable your end users to **save time and effort** by having a combined tech stack.
- ✓ **Obtain additional revenue streams..**

- Position your solution next to the top players in the market -



Discover Ringover Marketplace

Create a powerful integration with Ringover and join our ecosystem of leading SaaS solutions.

How to get listed in our Marketplace?

- 1/ Send a request to our partnership team [here](#).
- 2/ Create your integration using our APIs and SDKs.
- 3/ Technical check carried out by our technical team.
- 4/ Inclusion of your integration in the marketplace.

What do our partners have to say?



"Both Axonaut and Ringover are committed to helping entrepreneurs manage their businesses more effectively. Axonaut and Ringover are well suited to each other and offer a complete solution to optimise sales while eliminating low-value, time-consuming tasks."

Paul DECHAZEUX
Partnership Manager



"Ringover has been one of Sellsy's key partners for several years now. We are delighted to be working with a French SaaS provider who shares the same passion as we do to promote our wonderful complementary products. We are convinced that such partnerships are the key to helping our customers (and future customers) develop their business."

Charlotte BALLAIS
Partner Marketing Manager



"Ringover has become a favourite over the last few years among Zendesk customers. It was obvious to bring us closer together to bring new functionalities to our respective users. Our partnership is developing with frequent exchanges between our marketing and sales teams to propose customer testimonials, events and special offers. The Ringover team is motivated to achieve our common goals in a great spirit of collaboration."

Alex PAGES
Partners sales manager

Ringover by the numbers

- 50,000** users
- 7,000** clients
- 350 million minutes** logged on our network in 2022
- 250** team members
- 110 destinations** illimitées
- 5 offices** Paris, Lyon, Barcelona, London & Atlanta

Benefits:

We help all our technology partners succeed across three areas:

Technical	
Benefit	Détails
Technical support	Receive guidance from our integration engineers throughout your integration's lifetime.
Ringover APIs & SDKs	Unlimited access to build and manage your integration with Ringover using our extensive developer resources.
Test account access	You'll have unlocked access to a multi-user Ringover account for development use.
Go-to-market	
Marketplace presence	Presentation of your integration with description, visuals and a backlink to your website.
Integration explainer video	A short video showing what users can do with your integration.
App of the month	An exclusive highlight of your integration in our monthly newsletter.s.
LinkedIn post	One post from our company page (7,000 followers) about your integration and a call to action to visit the integration's landing page.
Spotlight integrations	Gain more visibility for your integration with a top-row display in Ringover Marketplace.
PR endorsement	Request a quote from our head of partnerships to be used in press releases, media content and blog posts prepared by your team about your new integration release.
More options...	
Cowebinar	Co-host a webinar with Ringover to share our expertise on a topic of interest and generate high-qualified leads.
Joint customer story	An in-depth written and/or video featuring a joint customer's views on how they have used the integration to achieve their goals.
Blog article co-writing	Team up to prepare an SEO-tailored article on a topic of interest.
Sales enablement	
Account mapping	Connect with Ringover on Reveal to quickly identify our shared audiences and sales opportunities.
Slack community	Collaborate in a private Slack channel dedicated to sharing leads, knowledge and hot deals.
Sales-aid resources	Handy one-pagers and other sales-focused material about Ringover to help your teams close deals easier.
Sales team presentations	A one-hour virtual session to demonstrate your integration's scope and benefits to our sales team.

Ready to integrate and grow your solution with Ringover?

Contact us via email at

partners@ringover.com