

Develop your business with Odigo's partner program

Join forces with a market leader
who understands your needs
and supports your vision



Who are we?



A Contact Centre as a Service (CCaaS) provider with a worldwide presence whose **450 experts** currently help more than **250 industry leaders** across **100 countries**.

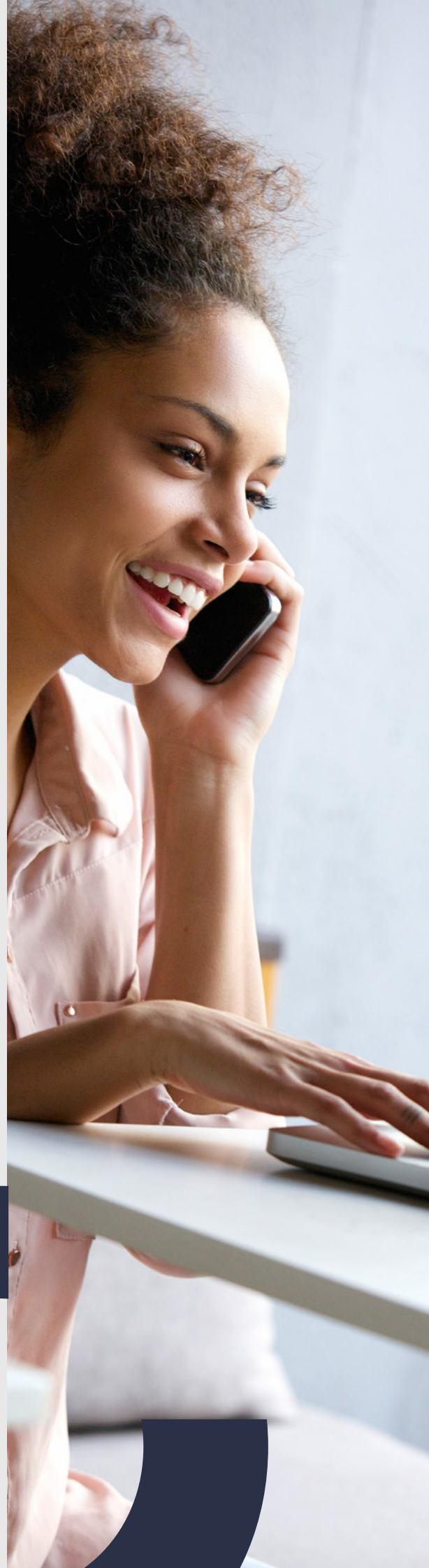


A company named a **Visionary in the 2020 Gartner Magic Quadrant for Contact Centre as a Service** (November 2020)*.



A **Leader in the Enterprise market**, with a proven track record of helping large organisations deliver rewarding customer experience.

*Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organisation and should not be construed as statements of fact. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.



Our convictions

Inspiring our solutions and enriching our partnerships, our core beliefs define who we are, how we work and who we work with.



Human

We are **accessible**, you will know our names through direct contact.



Committed

We **fully engage** with our partners and provide meaningful support.



Open

Our culture delivers **flexible solutions** for seamless integration with diverse ecosystems.

Why partner with us?

We understand your challenges and stand by your side.

- A leader's focus on the **enterprise market** allows you to address the most demanding industry requirements.
- Concrete benefits from a **clear go-to-market strategy** geared towards indirect sales channels.
- Our limited number of meaningful partnerships per country **secures your success.**

We support you in every phase of your customer engagement.



As an experienced enterprise market leader, we provide the keys to ensure your continued growth.



Passionate professionals

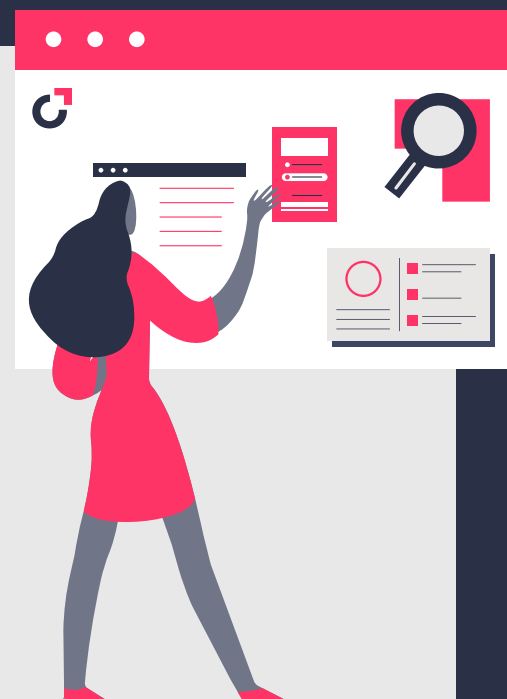
Rely on specialists who assist you every step of the way

- Dedicated local Partner Manager
- Local pre-sales and sales support
- Nominated delivery and service specialists
- Direct access to a nominated Service Delivery Manager (SDM)
- Monthly steering committee to monitor our relationship

Privileged information access

Enjoy exclusive partner access to the Odigo universe through a dedicated portal

- Insights on market trends, best practices and emerging technologies
- Pre-sales presentations, standard RFP answers
- References, detailed use cases
- Certifications, SLAs, prices
- Opportunity registration
- Quotation requests
- Detailed product documentation, forums





Customised training and support

Avail of best-in-class practices from experts

- Free, comprehensive training for project managers and developers.
- Re-certification at each major release
- Free, practical training for sales teams
- Monthly product webinars

Receive support for your lead generation and sales closing efforts

- Tailored, 24-month, go-to-market plan that is mutually designed
- Sharing of monthly newsletters, social posts
- Joint press-releases, win publications
- Odigo artwork resources
- Free Odigo demo account
- Odigo sandbox instance
- Access to Odigo leads and partner opportunities
- Efficient pricing schemes

Benefit from committed technical support at all times

- Service Delivery Manager (SDM) support in service and build phases
- Standard Odigo support 24/7
- Premium support during standard business hours

Clients who trust Odigo



Banking



Insurance & Health



Public & Utility



Transport & Tourism



Retail



Industry & media





About Odigo

Odigo helps large organisations connect with individuals through world-class, cloud-based contact centre solutions. Its cutting-edge, proprietary technologies enable a seamless, efficient, omnichannel experience for its customers and a satisfying, engaging experience for service agents.

Odigo serves more than 400,000 agents and business users globally. With a 25-year history of industry firsts, Odigo has more than 250 clients around the world.

Visit us:
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Customer experience
as it was meant to be

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