



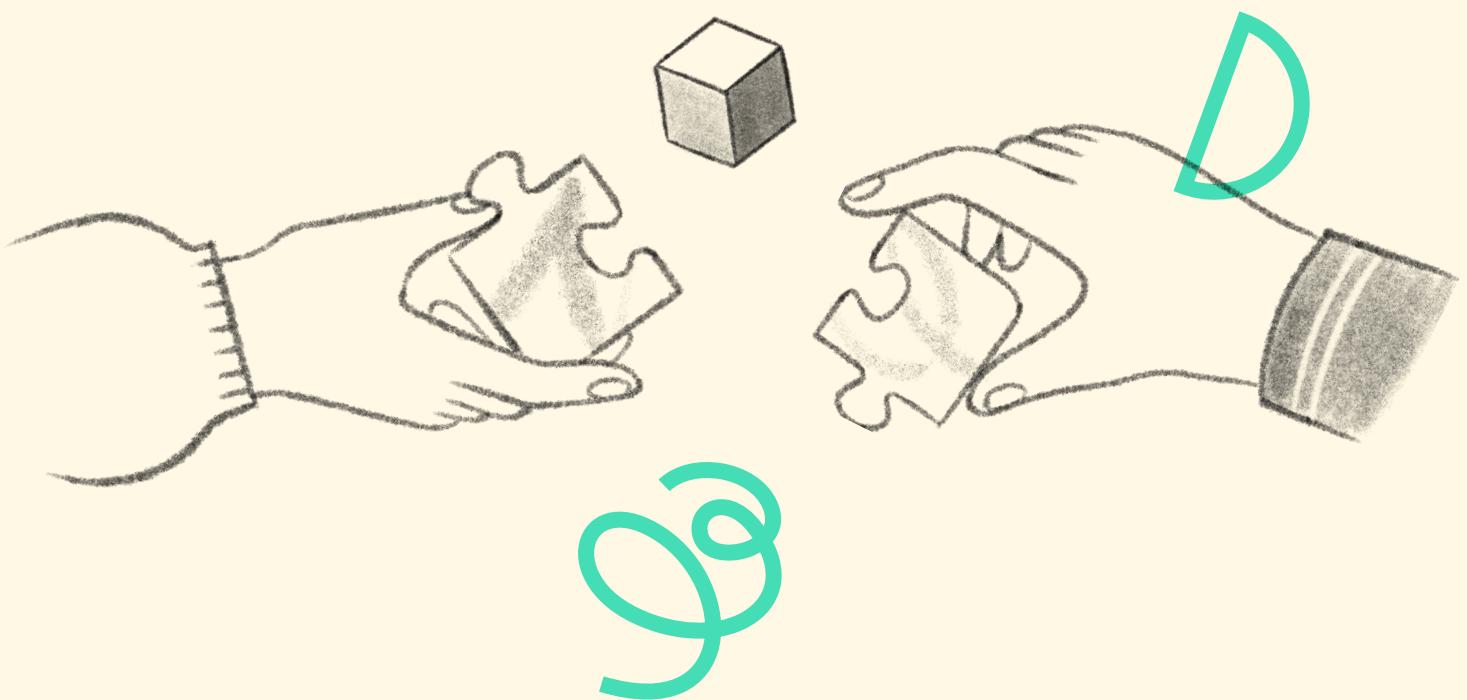
aircall

We're Better Together

Like avocado and toast,
Pasta and sauce,
Our voice solution with your product...

We're just better together.

Build, launch, and grow your app in the largest ecosystem for voice. Our team has your back.



Why partner with Aircall?

Enrich your product with the power of voice

Aircall is in the business of better conversations, and better conversations lead to better business. By integrating call data into your platform, you can:

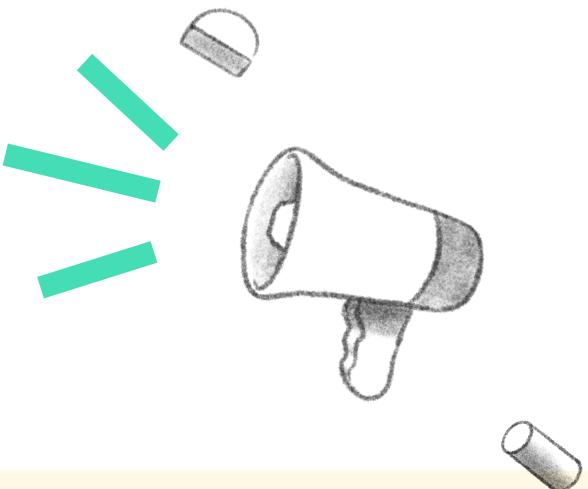
- Sync customer records between Aircall and your product
- Power better workflows for your customers
- Create more agile processes for your customers.

Build a world-class integration

With extensive documentation on our Aircall API, it's easy to build a robust, user-friendly integration..

Grow with Aircall & reach new customers

Your integration will be featured on Aircall's App Marketplace, helping you unlock new customer opportunities. As our partnership evolves, you'll have increasing access to benefits to drive your growth.



You're in good company

Join the growing list of SaaS innovators working with Aircall.



KUST@MER

gorgias

JobAdder

HelpScout

FRONT



INTERCOM

zendesk

pipedrive



eCommerce helpdesk, Aircall partner since 2017

+142% MRR
per quarter

+60 NPS
on the integration

1,000 calls
per day / account



Business dashboard software, Aircall partner since 2019

Integrated
in 4 days **80,000+**
happy Users **50+**
countries

After being an Aircall customer for years, it's great to be their integration partner too! We wanted Klaus to be easily available for the new-generation Aircall customers and, from being featured in the App Marketplace, to having monthly brainstorming calls, partner stories, and enablement sessions, Aircall always made the process simple and fun."

**Lílian Ertel**

Head of Partnerships at Klaus



Building an integration with Aircall took us one week, and the communication with an Aircall team was extremely fluent from the beginning. As soon as we encountered a blocking point while building the app, we found a quick workaround together to make it work

**Vaiva Miliukaitė**

Customer Success Manager at SnapCall



We recently took part in an e-book co-marketing initiative, alongside the likes of Hubspot and SalesLoft about building the most efficient and effective tech stack. It's early in the project but we're already seeing exciting results and expect to reap fantastic results.

**Matthew Wright**

Partnerships Manager at Refract



What you get from Aircall



Reliability

We're in it for the long run. With regular internal training and enablement, you can count on our revenue teams to find and facilitate referrals for your business.



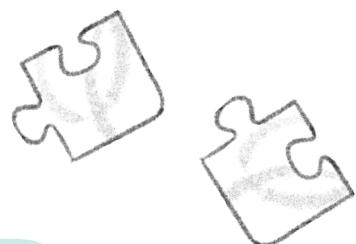
Collaboration

Your success is our success. We'll co-market together and continue to support each other throughout the lifetime of the relationship.



Care

Get 1:1 support throughout the development, testing, launch, and growth process.



Together at every step of the way

From your first OAuth access request, to your integration launch, to growing our shared customer base— we'll be by your side.

Build

0 installs

Start building your dream app:

Our tech team will provide you with a developer account and best practices for building an app with Aircall.

- Developer account and open API
- OAuth access.
- Dedicated tech support and product guidance.
- App testing, review and approval.

Launch

1-10 installs

Show the world your creation:

Our Partnerships and Marketing teams will launch your product on Aircall's App Ecosystem and begin your growth journey with Aircall.

- All Build benefits included
- Dedicated point of contact
- Listed on app marketplace and in product
- Social announcement and amplification
- Account mapping
- Inclusion in Aircall internal partner database for customer facing teams
- Sneak preview of product and API roadmap

Grow

10-100 installs

Ramp up the momentum:

Our Partnerships team will work with you on internal training and co-marketing opportunities to take your app growth to the next level.

- All Build & Launch benefits included
- Designated as recommended partner to Aircall sales team
- Considered for newsletter placement
- Considered for joint customer story and other co-marketing activities
- Aircall speaker and enablement for your events

Scale

100+ installs

Prepare to scale:

Design custom strategies that involve multiple global teams and customer touchpoints.

- All Build, Launch & Grow benefits included
- Dedicated Slack channel with Aircall Sales and Partnerships
- Custom co-selling plan
- Dedicated enablement sessions with Sales and CS
- Account mapping cadence
- Custom co-marketing plan and QBRs
- Considered for Rev-share model
- Regional point of contact

Program Eligibility & Getting Started

Here's what you need to do to get started. Contact us at marketplace@aircall.io with any questions— we're happy to help!

1

You are interested in building an integration with Aircall using the [Aircall Public API](#).

2

You've read our [app partner guide](#) and are building an app that follows our marketplace guidelines (i.e. your app uses OAuth as an authentication method).

Once your app is built, we'll help you test it and list it on the marketplace once approved.

Then it's time to launch and grow together!

