



THE BANDWIDTH PARTNER PROGRAM

Innovation and ISV Partners

For Unified Communications, Contact Center, CPaaS, and Independent Software Vendors

Every superhero needs a sidekick

As a member of the Bandwidth Partner Program, you'll join other leading innovation partners and independent software vendors so you can innovate faster, deliver integrated communications, and drive revenue.



GROWTH

Accelerate innovation and drive revenue in new markets with coverage in 65+ countries and full stack PSTN replacement in 38+.



FLEXIBILITY

Unlock incremental revenue with versatile sales engagement motions tailored to your route to market.



PROFITABILITY

Give your customers future-ready solutions with a program that grows with you, from joint GTM opportunities to funnel acceleration.

Trusted by leading enterprises

“ Bandwidth is a key partner in our strategy to help people use their voice to quickly and privately connect to, enter, and unlock their world. Bandwidth's early innovation to integrate Pindrop's intelligence into its cloud-native global network results in streamlined interaction time and a better user experience to help our mutual customers protect their users' accounts with next-level authentication.



Sumant Mauskar

VP, Strategy, Operations, and Partners
Pindrop

What's included for Innovation & ISV Partners

GROWTH OPPORTUNITIES

- Market Development Funds (MDF)
- A competitive recurring revenue share model
- Two-way lead generation opportunities

MARKETING RESOURCES

- 24/7 access to marketing content
- Marketing Campaign Playbook with co-marketing programs
- Customer success stories

TRAINING & EDUCATION

- On-demand Sales training program
- Live trainings with Global Channel Solutions Architect
- Opportunity to train Bandwidth's Sales team
- Sales training tools like presentations, sales guides, and data sheets

SERVICES

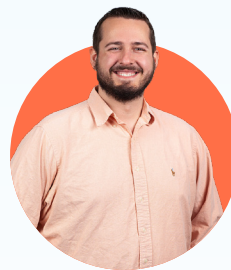
- Dedicated partner, customer success and marketing managers
- 24/7/365 support and network monitoring
- Access to compliance experts and resources
- Access to our Partner Hub

NETWORKING & EVENTS

- Joint webinar and sponsorship opportunities
- Partner Advisory Board membership (by invitation)
- Global channel partner meetings and other events
- Regional industry and partner events

Get started

For more information about our Partner Community, reach out to channelpartners@bandwidth.com.



**Benefits vary depending on partnership tier*