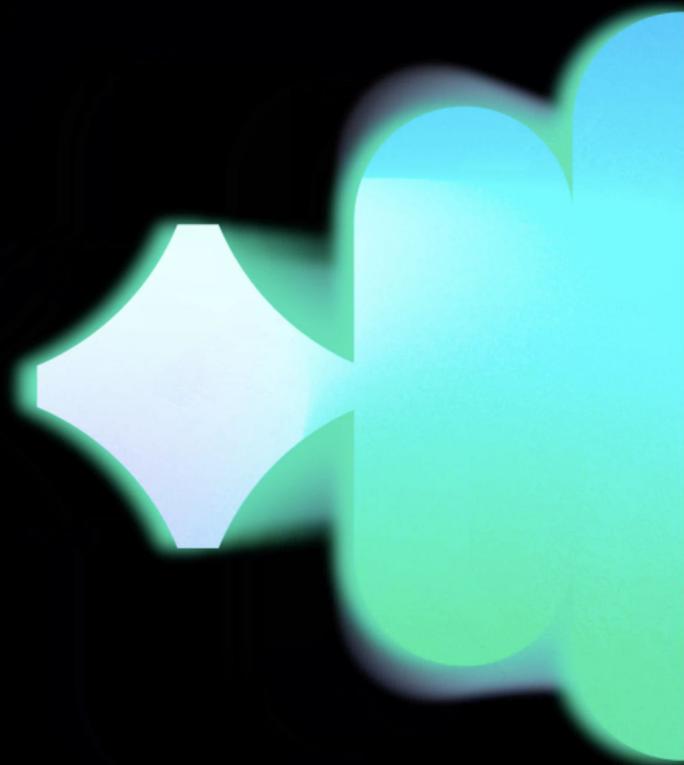


PARTNER WEBINAR

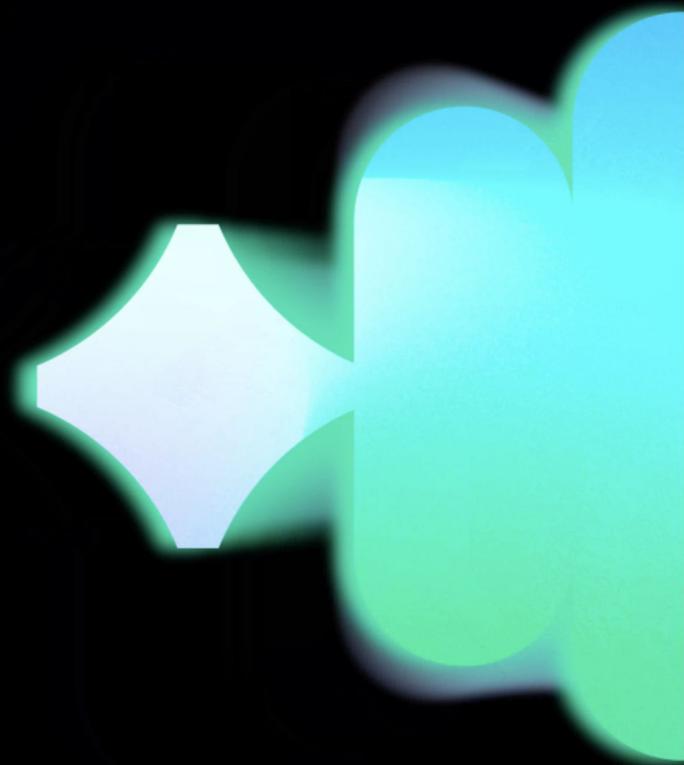
Building New Revenue Streams with Voice AI

1 December, 2025



Agenda:

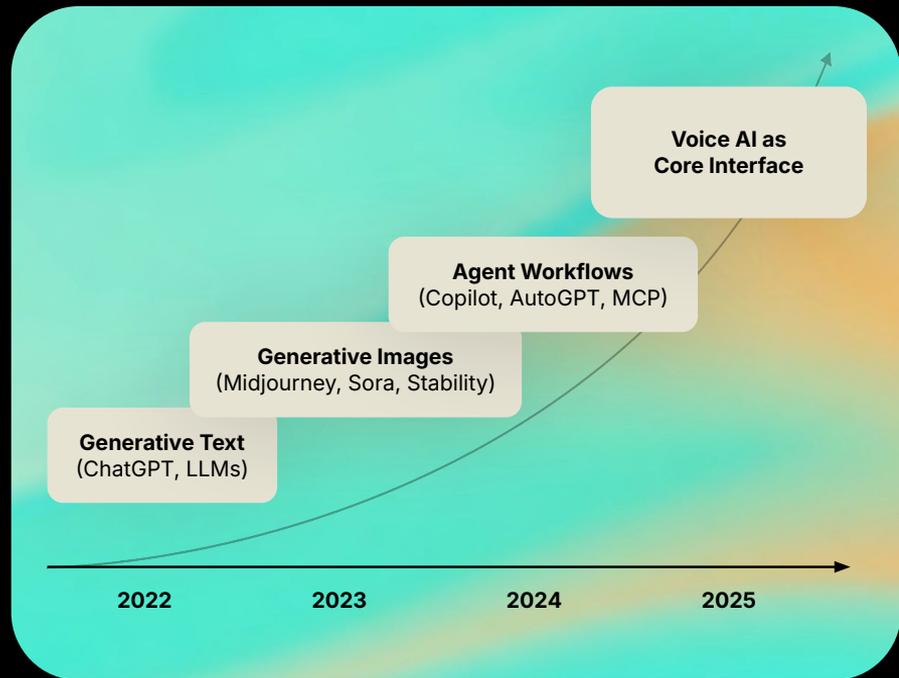
1. **The Opportunity:** Why Voice AI Now
2. **Telnyx Voice AI:** Built for Partners
3. **Voice AI Integrations**
4. **How Partners Can Monetize Voice AI**
5. **Voice AI Accelerator SPIFF**
6. **Getting Started:** Pilot → Scale Framework
7. **Q&A** - Ask in chat!



The Opportunity

AI is not coming, it's already here, and Voice AI is the tip of the spear.

Every enterprise AI strategy will need a voice.



The AI Revolution Is here.

- AI adoption is outpacing every prior tech platform (growing faster than mobile/social).
- Agents are moving from “tools you use” to “coworkers you talk to.”
- Real-time, natural conversation is the most universal interface.

Voice AI Is the core interface.

- Voice = *fastest, most natural interface* (humans speak 4–5x faster than they type).
- 80%+ of enterprise support & service is still phone-based → massive existing volume.
- Frictionless adoption: customers don't need to learn a new app, they just talk.
- As AI agents evolve → they will live in real-time voice conversations with customers, patients, travelers, employees.

Voice AI is moving from nice-to-have to **mandatory**.

Voice AI Agents



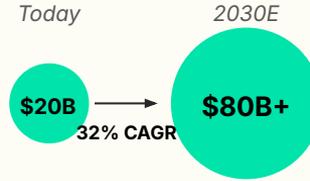
Market.us

Contact Center AI



GrandviewResearch, Allied Market Research

Enterprise Voice AI

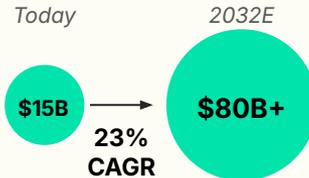


MordorIntelligence

Voice AI TAM



Voice AI Applications



Fortune Business Insights

Global voice and contact center market is a \$100B+ opportunity growing 30%+ YoY, but it's **built on 30-year-old carrier infrastructure**.

Telnyx is well-positioned to capture share in core markets, and is the only carrier platform that can support scalable, real-time voice AI use-cases.

Voice AI Agents

What are Telnyx Voice AI Agents?

Telnyx Voice AI Agents deliver **real-time conversations** on a private global network, and powered dedicated AI infrastructure. **End-to-end ownership** of the stack removes points of failure, reduces costs, and hands control to you for faster, more intelligent agents, at scale.

Features of Voice AI Agents

Telnyx Voice AI Agents come with everything you need to launch natural, reliable conversations at scale.



Speech-to-text

Fast and accurate speech recognition that keeps conversations flowing naturally.



Text-to-speech

Ultra-responsive, lifelike voice synthesis that feels human in real time.



Model Context Protocol

Connect to external tools, APIs, and data sources for simple orchestration.



Multi-agent handoffs

Orchestrate complex tasks across multiple AI agents in a single interaction.



Built-in testing

Version, test, and monitor agents directly in the Telnyx AI Assistant Builder before going live.

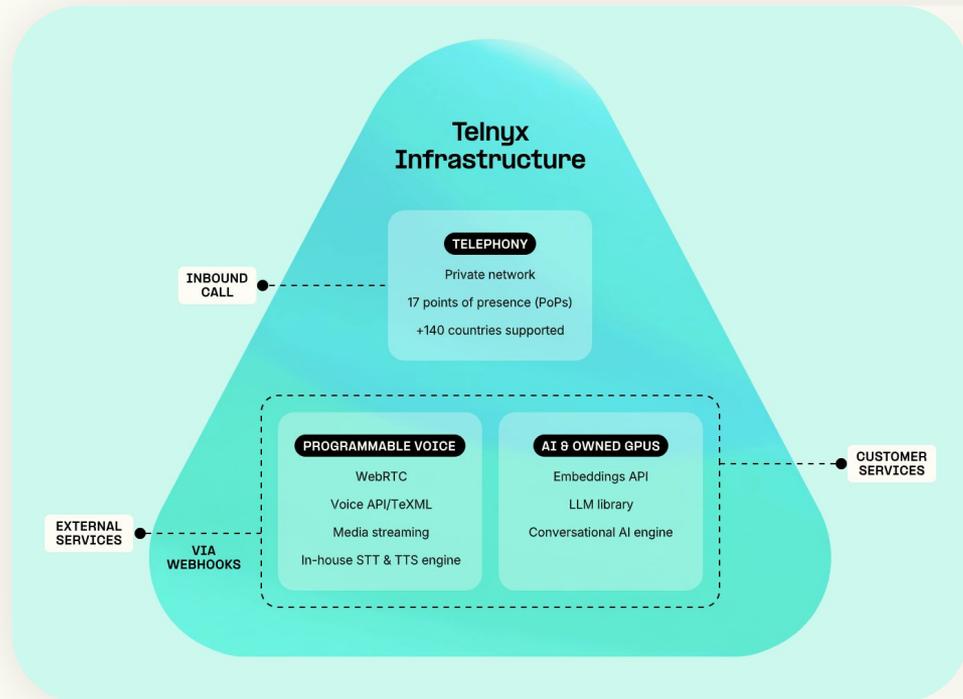


Flexible deployment

Build with APIs or our no-code AI Assistant Builder with end-to-end control over TTS, STT, and LLMs.

Why Telnyx

Telnyx has a quiet superpower.



Owned infrastructure

=

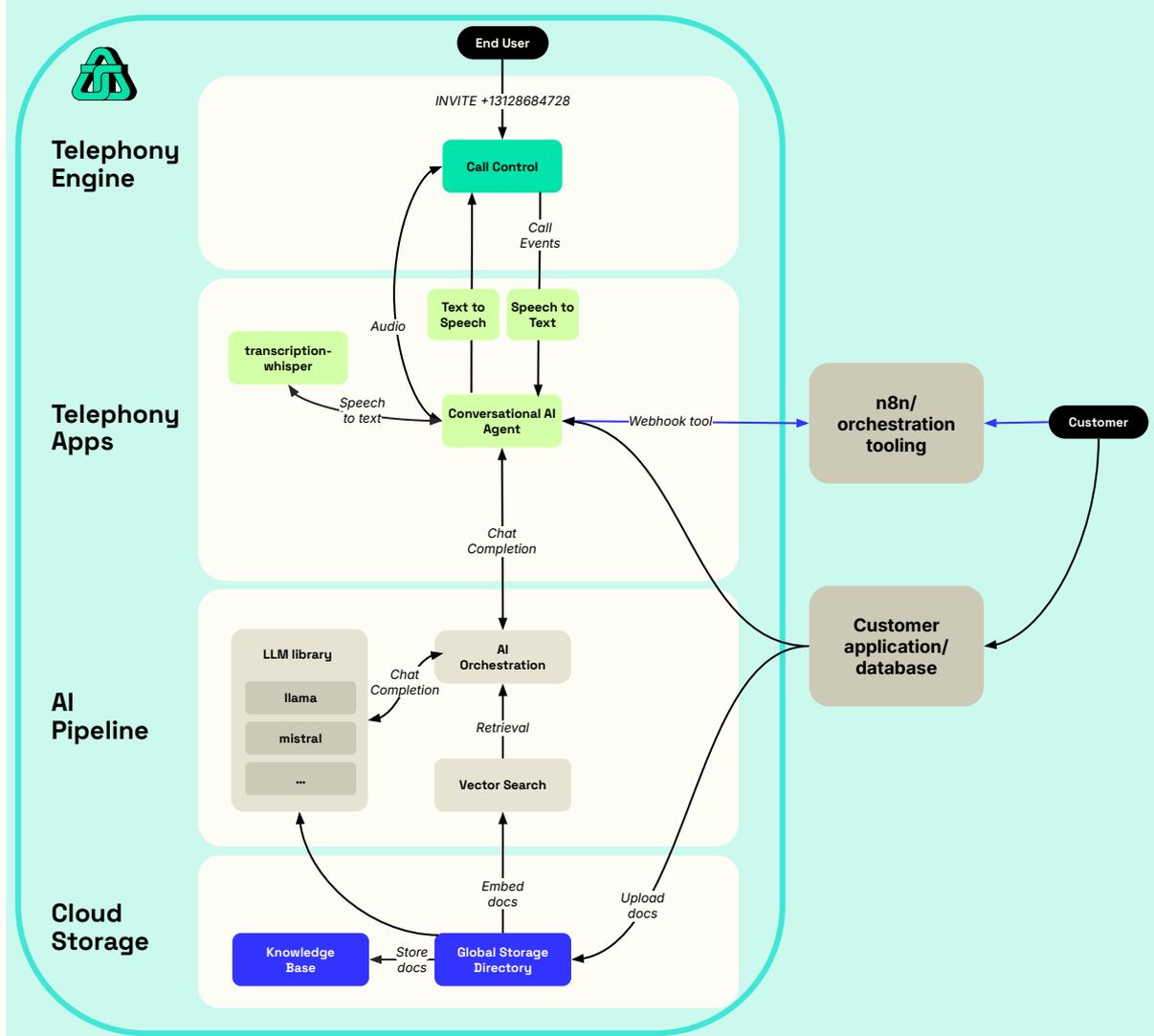
Reliability, features, and pricing
that no one else can claim.

Our Voice AI Agents deliver **real-time conversations** powered by our global telephony network and dedicated AI infrastructure. With **end-to-end** control, we eliminate third-party delays and costs.

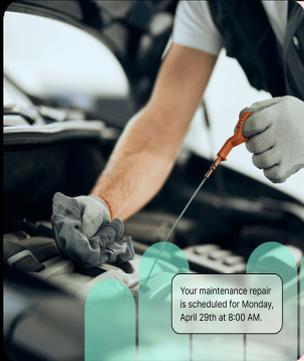
Everything companies need for Voice AI, powered by one platform.

Telnyx provides telephony, speech AI, LLMs, and storage in one platform so you can build production-ready voice agents for:

- Automate customer support
- Optimize collections and payments
- Enable AI-powered appointment booking
- Qualify and route inbound leads



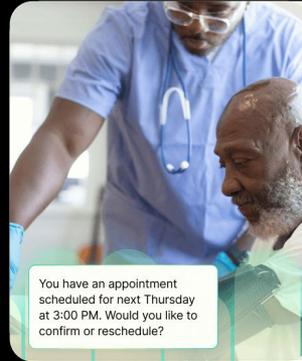
Telnyx Voice AI Agents power meaningful conversations, across industries



Your maintenance repair is scheduled for Monday, April 29th at 8:00 AM.

Automotive

- Service scheduling and maintenance reminders via AI assistants
- Automated test drive booking and follow-up outreach
- Intelligent lead qualification and routing to dealerships
- Real-time vehicle diagnostics and recall notifications through voice AI



You have an appointment scheduled for next Thursday at 3:00 PM. Would you like to confirm or reschedule?

Healthcare

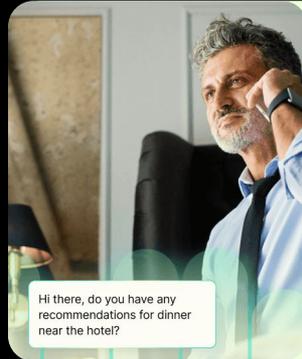
- Appointment scheduling and confirmations via AI assistants
- Patient reminders and follow-ups by voice
- Secure query handling for patient support
- EHR and CRM integration for automated workflows



We want to check the status of our home loan application.

Finance and Insurance

- Payment processing and transaction verification via voice AI
- Fraud alerts and prevention through automated outbound calls
- Account inquiries handled with compliance and accuracy
- Conversational banking for personalized support



Hi there, do you have any recommendations for dinner near the hotel?

Travel and hospitality

- Booking and itinerary updates via AI assistants
- Reservation management through IVR and voice workflows
- Concierge-style support available 24/7
- Flight and tour notifications with real-time updates

Enterprise Integrations

Workflow Integrations: a growing market

Enterprise Workflow Integrations Market projected to reach **USD 78.26 billion by 2035, with a CAGR of ~21%** during 2025-2035

Growth drivers: Rising demand for real-time automation solutions, Increased adoption of business process automation across industries, Greater need for enhanced communication & collaboration within organisations.

Industries: Banking, Financial Services, Insurance, Healthcare & Life Sciences, Retail & eCommerce

Regions (growth): North America, APAC, Europe

Supercharge your Voice AI with powerful integrations

Our Voice AI connects seamlessly with leading enterprise platforms to trigger workflows, update records, and automate actions in real time to drive meaningful business results.



Voice AI That Knows, Acts, and Delivers

Know & understand every customer

- Real-time speech recognition and natural-language understanding across dozens of languages.
- Enriches conversations with data from CRM, ticketing, and account systems.
- Recognizes customers, preferences, and history to personalize every interaction.

Map intent to your call flows.

Act on intent across your systems

- Orchestrates APIs and workflows to update orders, bookings, accounts, and cases.
- Automates routine tasks: status checks, changes, refunds/credits, password resets, and notifications.
- Creates a complete, auditable trail with secure data handling and masking.

Integrate Voice AI across your tech stack.

Delivers real results to the business

- 24/7 voice automation with human-like, high-quality speech.
- Proven impact: lower cost-to-serve, faster resolution times, higher CSAT/NPS.
- Reduces call queues and frees human agents for complex, high-value conversations.
- Seamless hand-off to humans with full context, transcripts, and interaction history.

Drive rollout and optimization from real performance data.



Power personalized calls with live CRM insights.

Problem:

Customer communications are disconnected from CRM data, causing slow responses and fragmented engagement.

Solution:

Integrate Telnyx directly into Salesforce to automate front line support, and populate your CRM with full call notes

Primary Targets:

Sales, Customer Success, Support teams.

Secondary Targets:

Marketing operations, RevOps teams.

Value for Customer:

- Unified customer engagement.
- Faster response and improved conversion.
- Full communication history in Salesforce.

How to Approach / What to Emphasize:

Multi-channel reach and lower latency while assuring teams that everything runs inside their existing Salesforce flows without altering their processes.

Objections & Responses:

- *Objection:* "We use Salesforce messaging already."
Response: Telnyx offers lower latency, multi-channel support, and lower costs.
- *Objection:* "We don't want to introduce another vendor into our CRM workflows."
Response: Telnyx integrates natively inside Salesforce, triggering actions from your existing flows, objects, and records

Automate IT service requests with natural dialogue

Problem:

Employees waiting longer than needed to get a simple support issue resolved, leading to loss in productivity.

Solution:

Telnyx Voice AI Agents instantly respond, understand requests, and connect securely to enterprise systems. They create, update, or retrieve records and trigger workflows in real time

Primary Targets:

IT operations, Service Desks, Enterprise Support Teams

Secondary Targets:

Security Teams, Facility Management.

Value for Customer:

- Shorter incident resolution time.
- Reduced manual communication errors.
- Improved SLA compliance.

How to Approach / What to Emphasize:

Focus on instant alerts, and faster incident resolution. Highlight how Telnyx eliminates slow manual notifications.

Objections & Responses:

- *Objection:* "We already send email alerts."
Response: Email is often too slow for critical incidents. Telnyx delivers instant alerts so your team reacts in seconds, not minutes.
- *Objection:* "We have limited IT resources to manage new tools."
Response: Telnyx provides a plug-and-play setup. Configuration takes minutes and scales automatically with your existing ServiceNow workflows.

Monetizing Voice AI Agents

Core Revenue Streams

The foundational framework for TSDs, VARs, and Agencies to capture immediate value from the Voice AI boom.

This four-pillar approach ensures you capture value across the entire customer lifecycle from initial implementation to ongoing expansion.

Resell & Connect



RECURRING REVENUE

Secure healthy margins on SIP, telephony, and AI usage. White-label the solution to build your own brand equity and own the customer relationship.

Professional Services



IMPLEMENTATION

Charge for setup, CRM integration, and Prompt Engineering. Offer "Day 2" managed services for continuous prompt tuning and optimization.

Vertical Solutions



INDUSTRY IP

Package specific use cases (e.g., "Dentist Scheduler") as repeatable products. License these pre-built workflows to other partners for scale.

Expansion



GROWTH & RETENTION

Land and expand with attaching multiple services to each customer as a **revenue multiplier**. Increase stickiness by layering on compliance monitoring and detailed analytics.

Voice AI Acceleration

Scale New Heights (TSDs & Agents - US)

Earn up to **\$35,000** on top of standard commission for closing qualified Telnyx Voice AI deals.*

Deal Eligibility

- ✓ Minimum **\$60,000 ACV**
- ✓ Minimum 12-month term
- ✓ 50%+ of contract value from Voice AI Agent usage
- ✓ New customers or net-new product expansion

*Terms & Conditions apply

High Camp

\$25,000 Reward

For each qualified Voice AI Agent deal closed before April 15th.

Summit

+\$10,000 Kicker

Bonus for verified enterprise integrations (Salesforce, ServiceNow, HubSpot, etc.).

Base Camp

Your standard commission applies on top of all SPIFF payouts.

Revenue Multiplier (Resellers & VADs)

For every \$20k of aggregated Voice AI Revenue

\$8,000

Cash Bonus

How to Qualify

- ✓ **Minimum \$20,000 ACV** in incremental Voice AI revenue.
- ✓ At least 50% of contract value from Voice AI Agent usage.
- ✓ New customer or net-new product expansion.

Eligible Products

AI Assistant
Orchestration

LLM
Telnyx Inference

Voices
TTS Endpoints

*Standard service margins apply on top of the SPIFF bonus.

Getting Started: Pilot to Scale

Getting Started: Pilot to Scale Framework

Phase 1: Pilot

Duration: 30 Days

Validate ROI quickly. Launch 2-3 core intents in a sandbox or limited production environment.

Partner Risk Reversal

Telnyx can provide support for your first deployment to ensure success*.

Requires qualification from Partner team*

Phase 2: Prove

Data & Optimization

Establish the measurement framework.

- Cost-to-serve reduction
- Containment %
- CSAT / NPS uplift

Phase 3: Scale

Standardize & Replicate

Create deployment playbook for repeatable delivery.

Expand to additional regions or departments.

Outcome: High-margin recurring revenue engine.

Telnyx can provide support for your first deployment to ensure success*



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LIMITED TIME INCENTIVE

Start Your Ascent

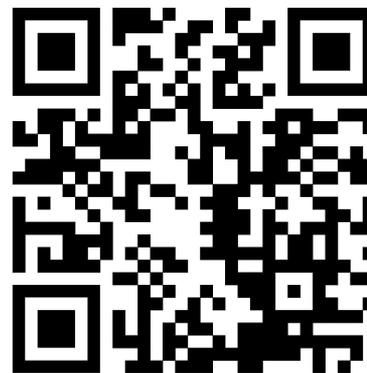
Don't leave money on the table. Register your first Voice AI deal today to lock in the High Camp SPIFF.

PROGRAM DEADLINE

April 15, 2026

CONTACT US

partners@telnyx.com



Register your deal

Scan to access the Partner Portal

Q&A

Thank You!

