



Human
Conversations,
Automated



EBO Partner Opportunity

Health Virtual Agents

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Unlock New Revenue Streams with EBO

The healthcare industry is undergoing a transformative shift, with conversational AI emerging as a dominant technology in streamlining patient interactions, automating administrative tasks, and enhancing overall efficiency. As an EBO partner, you have the unique opportunity to capitalise on this transformation by offering cutting-edge AI-driven solutions to healthcare providers, increasing the stickiness of your existing accounts while generating new revenue streams.

The market demand for intelligent, automated engagement solutions is growing exponentially, and partnering with EBO places you at the forefront of this digital revolution.

Partner Revenue Potential

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- EBO has already been recognised as the most referenceable conversational AI technology within the Mental Health and Community NHS Trusts, positioning it as the go-to solution for providers looking to adopt AI automation. Furthermore, The Access Group, the dominant provider of Mental Health and Community EPR (Electronic Patient Records), has officially white-labelled EBO's technology, further validating its market leadership.

Entry-level deployments start at £80,000 Total Contract Value (TCV), making it an accessible opportunity for partners looking to establish AI within their client base.

£80,000

Larger implementations can approach £1 million TCV, reflecting the significant appetite for enterprise-wide automation solutions. This is an opportunity to secure vital licence revenue, ensuring ongoing financial returns for your business.

£1 million

*Additionally, partners can develop a professional services capability, allowing for consultancy, integration, and ongoing managed services revenue streams.

Why Partner with EBO?



By reselling or integrating EBO's AI technology, you can:



Increase Retention

Deepen your engagement with existing clients by integrating AI-powered automation into their workflows.



Modernise Legacy Systems

Help clients replace outdated, inefficient systems with advanced AI-powered solutions.



Generate New Revenue Streams

Earn revenue through various partnership models, from introductions to full technology transfers.



Develop a Strategic Relationship

Move beyond transactional sales to become a trusted consultant for your clients, providing them with high value AI solutions.



Capitalise on a Dominant Technology

Help clients replace outdated, inefficient systems with advanced AI-powered solutions.

Market Engagement & Support for Partners



EBO is committed to ensuring our partners have the tools, resources, and support needed to maximise success. In addition to technical integration, as a partner, you will gain access to:



Co-attendance at Key NHS & Healthcare Events

Join us at high-profile industry events to showcase AI solutions and network with decision-makers.



Bespoke Marketing & Communication Programs

Work with EBO to create tailored campaigns that drive awareness and lead generation.



Co-branded White Papers & Thought Leadership Content

Establish credibility and showcase your expertise with collaborative research and analysis.



Access to EBO’s Pre-Sales Team

Leverage our clinical and senior NHS-level experts to support demonstrations and engagement.



Strategic Workshops & Training

Gain deep insights into AI in healthcare, helping position your organisation as a trusted advisor.



Technical & Sales Enablement

Dedicated resources to support partner sales teams with product knowledge and client engagement strategies.

Partnership Models

We offer a variety of flexible partnership models to fit your business strategy and level of involvement:

Partner Type	Key Benefits
Introduction Partner	<ul style="list-style-type: none">Simply introduce EBO to your clients and receive a commission on successful deals.No ongoing commitment required.Ideal for consultancies and technology advisors.
Reseller Partner	<ul style="list-style-type: none">Act as an official reseller of EBO’s AI solutions.Access to sales and marketing materials, training, and dedicated support.Generate recurring revenue through client adoption.
White-Label Partner	<ul style="list-style-type: none">Offer EBO’s AI solutions under your own brand.Build deeper client trust and expand your portfolio with AI automation.Receive technical and sales support while maintaining brand consistency.
IP Transfer Partner	<ul style="list-style-type: none">Fully integrate EBO’s AI technology into your existing solutions.Retain control over customisation and deployment while leveraging EBO’s AI expertise.Ideal for larger technology providers seeking full ownership of the solution.

EBO is trusted by


Lincolnshire Partnership
NHS Foundation Trust


NELFT NHS
NHS Foundation Trust


Buckinghamshire Healthcare
NHS Trust


Berkshire Healthcare
NHS Foundation Trust


Midlands Partnership
NHS Foundation Trust


Birmingham Women's
and Children's
NHS Foundation Trust


Shropshire Community Health
NHS Trust


Hertfordshire Partnership University
NHS Foundation Trust


Somerset
NHS Foundation Trust


East London
NHS Foundation Trust


Sheffield Health and
Social Care
NHS Foundation Trust


Mid Yorkshire Teaching
NHS Trust


Oxford Health
NHS Foundation Trust


Lancashire &
South Cumbria
NHS Foundation Trust


Barnet, Enfield and Haringey
Mental Health NHS Trust


Gloucestershire Health and Care
NHS Foundation Trust


SAINT JAMES
HOSPITAL


GIG
CYMRU
NHS
WALES


Bwrdd Iechyd Prifysgol
Betsi Cadwaladr
University Health Board


Tallaght
University
Hospital


Ospidéal
Ollscoile
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EBO is trusted by:


Microsoft
Partner


NHS
Shared Business Services
SUPPLIER


TheAHSNNetwork
Supporting the Health and Care Reset


CYBER
ESSENTIALS
PLUS


HL7 FHIR


Crown
Commercial
Service


ISO 27001
BUREAU VERITAS
Certification


UKAS
INFORMATION SECURITY
MANAGEMENT


NHS
Digital toolkit