Electric cooperatives across the country are expanding their mission to include broadband in the essential services they deliver to members in rural and underserved markets. Over 100 co-ops now deliver broadband to their members; however, broadband alone is not enough for you or your customers. Phone services provide a margin-rich revenue source for cooperatives and creates a broadband multi-play offering that boosts subscriber loyalty.

With voice-broadband adoption rates at 20–40% and margins that can be 65% or more, adding phone services can have a material impact on the financial health of your ISP endeavor. Serving residential and business members with modern voice and high-speed Internet services, cooperatives also spur economic growth in their local communities.

Expand the Broadband Revenue Opportunity

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Easy -to-Launch VoIP Solution

Alianza’s cloud VoIP solution enables electric cooperatives to further monetize their broadband networks with easy-to-launch residential and business cloud communication services.

Alianza’s cloud communications platform provides a comprehensive, tightly integrated VoIP solution that is easy to manage and provides a success-based business model to maximize margins and reduce risks.

Unlike complex softswitches or inflexible white label hosted solutions, the cloud communications platform gives co-ops control and simplicity to succeed and create an excellent customer experience. Based on state-of-the art web-scale cloud native technology, the cloud communications platform provides electric cooperatives with a future-proof and agile VoIP solution.

1 Leichtman Research Group

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Key Components of the Solution

Cloud voice platforms help network operators accelerate time-to-market, adopt the lowest TCO model, and focus capital expenditures and engineering resources on strategic business initiatives.

- Simple, intuitive web-based Admin Portal for lifecycle management of voice services and subscribers.
- REST APIs for back-office integration and process automation.
- Active-active architecture to ensure service availability.
- SaaS-based business model.
- Deep, customizable feature set for home phone, business lines, cloud PBX, and SIP trunking services.
- Certified interoperability with leading home gateways and ONTs.
- Branded end-user portal.
- Local numbers in rate centers throughout the U.S.
- Bundled local and long-distance minutes.
- Integrations and interoperability with ecosystem partners including Adtran, Calix, GLDS, NISC, Poly, SEDC, and more.

Key Features

- Virtualized, web-scale software
- SaaS business model
- Full suite of residential and business solutions
- Extensive API for backoffice integration and automation
- Intuitive web portals
- Active-active service architecture
- Agile, continuous innovation

Service Provider Benefits

- Accelerated broadband ROI
- Increased subscriber revenue
- Faster time to market
- Reduced risk
- Satisfied customers
Alianza is a leading provider of cloud communications to the electric cooperatives bolding adding broadband to the essential services they deliver to their communities. Our members greatly simplified operations with automation from our integrations with Alianzas cloud VoIP solution.

- Ryan Larson, Sr Product Strategy & Marketing Manager, NISC

Get Started! Contact us today, and let’s start a

Alianza empowers service providers to rapidly create and deploy high-value communication offerings. With exceptional quality and always-on availability, service providers leverage our product suite to innovate and address the evolving demands of business and residential customers with an easy to manage, easy to consume, and highlight profitable platform.