



ALIANZA

ASCENT

A Global Partner Ecosystem. Grow Further Together.



Alianza Ascent unites an ecosystem of partners under a single program, designed to accelerate communication service provider (CSP) innovation and drive the transformation of their voice networks. Under Alianza Ascent, partnerships are revenue-impacting strategic assets with joint tools, enablement, and GTM support to back it up.

Five Partner Categories

Alianza Ascent recognizes five distinct partner types that play defined roles in the CSP ecosystem. Every partner, regardless of category, is eligible for full program benefits.



Basecamp

Co-developed, cloud-based solutions and marketplace channel driven growth.



Landmark

Experience Providers with unique solutions for CSPs and their customers.*



Keystone

Build applications and vertical solutions integrated to Alianza platforms.

*Coming soon.



Origin

Certified Devices and network hardware for Alianza-powered deployments.



Envoy

Via their integration expertise, resellers become the growth engine.

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Register interest now 

ALIANZA

The Opportunity

Joining Alianza Ascent puts partners at the center of one of the largest and fastest-growing CSP ecosystems in the market.

Partners gain strategic advantages from day one.

1,000+

CSPs globally in the Alianza channel
with access for every partner.

↑ARR

Increased ARR through co-selling and
co-development opportunities.

GTM

Alianza sales, marketing, and
enablement motions increase market
visibility for partners.

Align

Roadmap insights, a Partner Council,
and executive sponsorship gives
partners a seat at the table.

What Partners Gain

Alianza Ascent is built to make partners successful; with structured enablement, joint go-to-market resources scaled to partner tier, technology access, and a clear path to growth through the program's tier framework.

Enablement & Certification

- Certifications spanning integrations, support, devices, and product-builds
- Partner Academy* and certification management
- Alianza employee visibility with intranet partner hub
- Partner Council
- Quarterly Business Review (QBR)

Go-to-Market Support

- Co-sell programs and campaigns, case studies, and webinars
- Placement on Alianza's website and Partner Briefs
- Spotlight opportunities within Alianza sales channels, events, social media, and internal communications
- CSP-facing partner Portal*

Technology Access

- API documentation
- Sandbox environments
- Co-developed integration opportunities and support

*Planned for 2H 2027

Program Tiers

Partners progress through five tiers—Exploratory, Developing, Defined, Managed, and Optimized—based on engagement depth, revenue contribution, and strategic alignment with Alianza. Tier designations are reviewed quarterly and reflect the maturity and impact of each partnership.

Like any strong relationship, it starts with discovery. From there, partnerships become increasingly embedded, moving from managed collaboration to fully optimized, hand-in-hand execution.



Exploratory

Introductory & Organic

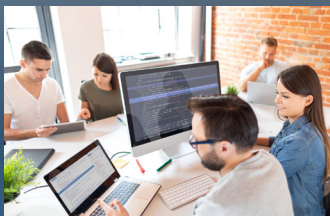
Opportunity-driven, interest-led engagement rather than structured.



Developing

Foundational & Forming

Early process development with initial business case framing.



Defined

Formalized & Committed

Structured cadence, shared goals, and active investment from both sides.



Managed

Embedded & Accountable

Fully managed with shared metrics, linked business plans, and co-owned



Optimized

Fully Aligned & Forward-Facing

Reference partner driving co-initiated projects and measurable, shared innovation.

A Two-Way Commitment

Strong partnerships are built on mutual accountability. Alianza and its partners each bring defined commitments to the relationship, ensuring both sides are invested in shared success.

Alianza Commits

- **Technical Resources.** Partner Portal, API documentation, and sandbox environments
- **Role-Based Enablement.** Sales, Technical, and Solution Architect tracks
- **Point-of-Contact.** Dedicated partner manager for every partner
- **Integration Support.** Co-developed integrations solutions for CSPs
- **Joint GTM Support.** Co-sell programs and QBR governance
- **Visibility.** Website partner page, webinars, and Alianza intranet page

Partners Commits

- **Dedicated Resources:** Technical and business development assets
- **Active Co-Sell Participation:** Joint pipeline and customer engagements
- **Point-of-Contact:** Named partner contact for ongoing relationship management Participation in QBR
- **Compliance:** With Alianza security, data privacy and interoperability standards
- **Performance:** Revenue and growth targets aligned to tier designation

Alianza delivers full-stack, cloud-native communications network services with carrier-grade infrastructure and support to advance network modernization for service providers.

Connect with our Partnerships team to explore how your organization fits into the program and what tier is right for you.

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