

The Alianza Difference

Our future-proof cloud communications platform makes it easy and more profitable than ever to launch voice products, replace legacy softswitch networks, and expand your reach to new markets.

Who We Are

At Alianza, we take innovation seriously.

Founded in 2009, our team of experts have supported 200+ CSPs to supercharge their growth, reduce costs, and transform into modern tech-cos by transitioning their voice network to our cloud communications platform built specifically for service providers. Our success is directly measured by your success. **With Alianza, you're not just signing a contract – you're gaining a partner.**

Our Full-Stack, Cloud Communications Platform



Why We Matter

We invest in the future . . . and that's you.

Technology changes quickly, and businesses that don't adapt to their end users' expectations will quickly fall behind competitors that do. Alianza has been successfully supporting telecommunications service providers of all types and sizes modernize their core voice infrastructure in the cloud, including some of the biggest Tier 1 CSPs, for years.

Alianza exists to connect people by delivering the world's best cloud communications platform experience for service providers. Our cloud-native communications platform complements your existing local presence and broadband assets to radically simplify operations and increase profitability with a more secure, more flexible, higher quality, lower total cost of ownership (TCO) solution than over-the-top (OTT) competitors.

Where the tech-co world goes from here is up to you. Whatever you decide, we'll help you get there.



Alianza is uniquely positioned to help Lumen's customers successfully **navigate from legacy voice services to the cloud.** In doing so they are also helping us achieve our strategic revenue growth goals and **differentiating us from over-the-top competitors.**"

— Scott Velting, VP of Product Management, Lumen

How We're Different

We're not like old softswitch vendors.

Alianza owns, controls, and develops our proprietary high-quality cloud communications platform, so we can deliver new features and products in a continuous, non-disruptive fashion. Our goal is to make your cloud communications solutions as easy to manage as possible.

With Alianza, you get the full support of our Customer Success team, our "secret ingredient" of highly trained experts who support you with platform onboarding, including voice implementation or migration, system integrations, product training, go-to-market preparation, and operational scaling processes. In addition, our extensive repository of white-label sales and marketing enablement materials reduces your new customer acquisition costs and increases speed to market.

Best of all, we will never compete with you for residential, SMB, or enterprise customers. We don't need to. **We win by letting you do what you do best: facilitate human connection in simpler and more innovative ways.**

What This Means for You

We make network transformations easy.

When you work with Alianza, you'll get access to innovative products that always push the boundaries of what's possible in telecommunications. The Alianza platform is simple to manage, quickly consumable, and consistently profitable and our SaaS model eliminates the need for capital expenditures, disruptive maintenance, patching, and security enhancements.

With our platforms and products support a wide range of service providers, including ISPs, cable MSOs, ILECs/RLECs, CLECs, satellite broadband providers, and electric co-ops to:

- Navigate the end of the softswitch era
- Modernize legacy voice with a single solution and deliver next-gen cloud communications products
- Go to market with Cymbus, our generic customer-facing brand, or implement your own branding across all end-user interactions
- Radically simplify operations via automation, orchestration, and technical expert support
- Add a broader portfolio of high-margin services with lower upfront costs
- Accelerate revenue growth by quickly adapting to changing end-user needs

You'll Be in Good Company



Start your business transformation today.



It's the only cloud communications platform you'll ever need. Seriously.

For more information or to schedule an introductory meeting, visit alianza.com/why-alianza.

© Alianza 2023. Alianza and associated logo is a trademark of Alianza, Inc. Other names may be trademarks of their respective owners. The content in this document is for informational purposes only and is subject to change by Alianza without notice. Alianza assumes no liability resulting from technical or editorial errors or omissions, or for any damages resulting from the use of this information. 05/2023