

Calix Partner Brief

Partner Type: Devices and Provisioning

About Calix

Innovative communications service providers rely on Calix platforms to help them master and monetize the complex infrastructure between their subscribers and the cloud. Calix is the leading global provider of cloud, software platforms, systems, and services to communications service providers of all types and sizes.



Partnership Benefits

Calix solutions complement, interoperate, and integrate with Alianza, and our companies are tightly aligned to deliver a great experience for service providers of all sizes from initial launch to scale.

- **Proven Integration.** With more than 35 joint customers spanning cable and electric cooperatives, municipal broadband, ISPs, and telcos, CSP's are guaranteed interoperability, integration, and seamless deployment.
- **Device Support.** Alianza supports VoIP delivery across the [Calix GigaFamily](#), including GigaSpire®, GigaHub, and GigaCenter service delivery platforms, so service providers can confidently choose the best devices for their customers.
- **Expedited Support.** Service providers benefit from joint product and support alignment. Alianza's direct escalation path to Calix means expedited support and comprehensive technical know-how to solve a joint customer problem for Alianza Platform Certified devices.
- **Streamlined Operations.** Calix added Alianza VoIP profiles for the [Blast U6 Family](#), further streamlining operations for operators.
- **Shared Broadband Ecosystem.** Alianza and Calix have joint partnerships with a range of best-in-class organizations, such as NISC, GLDS, ZCorum, CHR Solutions, and Clearcable. Our alignment within the partnership ecosystem creates enhancing provisioning, reliability, and integration for service providers.



Superior Integration with Calix

Calix is an Alianza Technology Ecosystem partner that provides cloud, software platforms, systems, and services to communications service providers (CSPs) of all types and sizes. Customers utilize the real-time data and insights from Calix platforms to simplify their businesses and deliver experiences that excite their subscribers. **Alianza has worked closely with Calix for many years, building on shared success based on proven deployments** of Alianza's best-of-breed solutions to deliver powerful cloud communications for Telcos, MSOs, rural electric cooperatives, WISPs, and fiber broadband ISPs.

With Alianza and Calix now finalizing their partnership, their industry leadership and common vision for the connected world will equip CSPs with the expertise and solutions they need to meet and exceed subscriber demands.



“From the established telco to the upstart ISP, it was clear that modern cloud communications solutions are pivotal to the success of leading broadband service providers. Alianza’s solutions fit well with our strategic platforms – and **our companies are tightly aligned to deliver a great experience for service providers** of all sizes from initial launch to full scale deployment. Alianza has proven to be a great partner to Calix and will be a wonderful addition to the Calix Partner Community.”

– Stephen Eyre, Vice President Calix Partner Community



Alianza is Calix's Sole Cloud VoIP Elite Partner

Relentlessly focused on customers, Calix provides unmatched technical acumen and the strategic approach to extend industry-wide expertise to partners within this ecosystem. **As Calix's sole cloud VoIP Elite Partner**, Alianza's true cloud-native, carrier-grade communications platform built for services providers strengthens the Calix value proposition with mutual customers.

The combination of joint partners within their broadband ecosystem provides broad industry expertise, superior products, and professional services capabilities to deliver everything service providers of all sizes need to **accelerate growth and help retire copper and legacy voice in favor of moving to fiber and cloud communications.**

Joint Broadband Ecosystem Partners



Get Started! Contact us today, and let's start a conversation.

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 highly profitable platform.