

Calix Partner Brief

Partner Type: Devices and Provisioning

About Calix

Calix cloud and software platforms enable service providers of all types and sizes to innovate and transform. Our customers utilize the real-time data and insights from Calix platforms to simplify their businesses and deliver experiences that excite their subscribers. The resulting growth in subscriber acquisition, loyalty, and revenue creates more value for their businesses and communities. This is the Calix mission: To enable broadband service providers of all sizes to simplify, excite, and grow.



Superior Customer Experience for CSPs

Calix is an Alianza Technology Ecosystem partner that provides cloud, software platforms, systems, and services to **communications service providers (CSPs) all types and sizes to innovate and transform.** Customers utilize the real-time data and insights from Calix platforms to simplify their businesses and deliver experiences that excite their subscribers.

Alianza's best-of-breed solutions to deliver powerful cloud communications for telcos, MSOs, rural electric cooperatives, WISPs, and fiber broadband ISPs. With their partnership, industry leadership, and common vision for the connected world, CSPs are equipt with the expertise and solutions they need to meet and exceed subscriber demands.

Partnership Benefits

Partnering together for many years, Alianza and Calix solutions complement and integrate to deliver a great experience for service providers of all sizes from initial launch to scale.

- **Superior Performance.** With more than 45 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.
- **Telco Network Transformation.** Interoperability with E7 cards allows for the delivery of legacy voice over copper, simplifying operations and reducing costs.
- **Expedited Support.** Service providers benefit from joint product and support alignment. Alianza's direct escalation path means expedited support and comprehensive technical know-how to solve a joint customer problem for Alianza Certified devices.
- **Streamlined Operations.** Calix added Alianza VoIP profiles for the [Blast U6 Family](#), further streamlining operations for CSPs.
- **Shared Broadband Ecosystem.** Alianza and Calix have joint partnerships with a range of best-in-class organizations, such as NISC, GLDS, ZCorum, Innovative Systems, and Clearcable. Our alignment within the partnership ecosystem creates enhancing provisioning, reliability, and integration for service providers.

“ 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.

— Stephen Eyre, Vice President Calix Partner Community



Alianza is a Calix 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 Elite Partner**, Alianza’s true cloud-native, carrier-grade communications platform built for services providers strengthens the Calix value proposition with mutual customers.

"Alianza has proven to be a great partner to Calix and will be a wonderful addition to the Calix Partner Community," said Stephen Eyre, Vice President Calix Partner Community.

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.