



Alianza for Microsoft Teams Data Sheet

Think Microsoft Operator Connect is your only *real* option? Not anymore.

Until Alianza for Microsoft Teams, Direct Routing was a heavy uplift for both communication service providers (CSPs) and Teams administrators, requiring complex configuration of the SBC as well as voice calling and user policies in the Microsoft Teams admin center. As a result, many CSPs turned to third-party Microsoft partners for configuration and setup only to be hit with high upfront costs and customer syncs that required days if not months.

Now, service providers can gain Operator Connect-level automation without the cost, overhead, and hassle.

Why Alianza for Microsoft Teams

Although Microsoft offers documentation to enable Direct Routing or put their Calling Plans into practice, it's a fairly intense do-it-yourself approach that requires specialized expertise. **Alianza for Microsoft Teams ensures successful implementation by automating the voice configuration between the customer's Microsoft 365 tenant and Alianza.**

- ✓ **2-Step Connectivity.** Add licenses and sync, it's that simple. We've gone beyond Direct Routing to layer on PBX provisioning, which eliminates the heavy technical lift for CSPs.
- ✓ **Dramatically Reduce Setup Efforts.** Remove the need to bSide-step the huge undertaking of building direct inward dialing (DIDs) and and then painstakingly map sub-tenants and specific PBX routes to users.
- ✓ **Built-in Automation.** No PowerShell cross-platform scripting required to build, test, and deploy, meaning no extra work for the Teams Admin.
- ✓ **Eliminate CAPEX.** Our cloud-based SaaS model is OPEX only. In competing integrations, service providers who elected to implement Teams voice calling without Direct Routing were hit with upfront licensing costs of ~\$10,000 for the first 100 active, concurrent sessions and another ~\$5–10,000 in setup costs.
- ✓ **Faster Time to Market.** Alianza for Microsoft Teams can be enabled and set up in minutes, so you get the most out of your investment now, not a year from now.
- ✓ **Turnkey Solution.** No need to outsource to a Microsoft reseller in order to navigate the complexities of setting up Direct Routing yourself.
- ✓ **Public Key Certificate.** No wildcard certificates which create potential risk for your business. If one is compromised, all sub-domains may be compromised.
- ✓ **Security.** End-to-end encryption of both signaling and media is enforced between the integration and Microsoft 365. Additionally, administrative access is controlled by Azure/ Microsoft 365 single sign-on; no user credentials are stored by the portal.
- ✓ **Grow Quicker.** With Alianza for Microsoft Teams automation, CSPs don't need to define the SBC and PBX templates every time they sign up or move an end user to the Teams integration.

We'll show you why 200+ communication service providers have chosen, and thrived, with Alianza's cloud communications platform.

Let's Talk

