

## Bandwidth Partner Brief

Partner Type: Strategic

### About Bandwidth

Bandwidth is a global communications software company that helps enterprises connect people around the world with cloud-ready voice, messaging, and emergency services. They were the first communications platform-as-a-service (CPaaS) provider offering a robust selection of APIs built on our own global network.



### A Strategic Partnerships Built to Accelerate Service Providers

Bandwidth, a leading global enterprise cloud communications company, and Alianza, the only cloud-native communications platform built for service providers, today announced a partnership to accelerate cloud migration for communications service providers (CSPs). Together, Bandwidth's network platform and APIs, along with Alianza's full-stack CSP platform, will **enable CSPs to transform their legacy infrastructure and remain competitive by offering high-growth, cloud-based voice, messaging, and video conferencing services**. The partnership already serves more than 50 CSP customers in the U.S. and Canada.

### Partnership Benefits

Bandwidth's network and APIs, combined with Alianza's full-stack cloud communications platform, to enable CSP to **radically simplify operations, lower costs, and increase revenue**.

### The Next Level of Cloud Migration for Communications Service Providers

Together, Alianza and Bandwidth offer a partnership solution for CSPs that is **practical, cost-effective, and eliminates the complexity and expense of maintaining existing legacy systems**. In the partnership, Alianza has integrated with Bandwidth's universal platform and APIs to help CSPs **rapidly deploy high-growth cloud communications services** such as feature-rich voice, messaging, video conferencing, and emergency services to local homes and businesses.



#### Seamless Customer Experience

**No swivel chair necessary.** The joint Alianza and Bandwidth solution is intentionally built from an operational support, UX and UI perspective to provide one customer touch point.



#### Standardized Contracts

**Customized bundles, pricing, contracts** specifically tailored for CSPs, and industry leading service-level agreements favorable terms and conditions based on years of experience in working with CSPs.



#### Operational Support at All Levels

**Fully integration with not just APIs but operational support at all levels**, including unique internal awareness and training for all Alianza and Bandwidth joint customers.

“Alianza has been visionary in giving CSPs a new way to remain competitive through speed-to-market with new cloud-based services. We're excited to strengthen our long-time relationship through this partnership to enable CSPs to deliver mission-critical cloud communications with very attractive economics.”

— Sandy Preizler, Bandwidth's Chief Revenue Officer, Bandwidth



## CSPs Benefit from Partnering vs. Going it Alone

**If you're planning to do it on your own, it's not as simple as it sounds.** Successful migrations and cloud transformations require more effort, coordination, and subject matter excellence than most business leaders recognize, which is why we'll work with you to understand your business model and use cases, set timelines, train your team, test devices, improve processes, and more.



### Transform Faster

- **Modernize Legacy Systems.** Cloud-based replacement transforms not just your cost structure but your entire business — margins that align with growth mean capital can be used for expanding the network, not maintaining it.
- **Simplify Operations.** Automation, remote provisioning and deployment give IT and technical experts back precious time and remove several layers including engineers, administration, support personnel, and software maintenance costs.



### Grow Sooner

- **Add High-Growth Services.** CSP can rapidly expand their solution suite and offer their customers a broader portfolio of feature-rich, cloud-based voice, messaging, video conferencing, and emergency services — with lower upfront costs and ongoing effort.
- **Accelerate Revenue Growth.** Resilient, elastic, and agile infrastructure allows CSPs to capitalize on market opportunities, easily adapt to changing consumer needs, and effortlessly extend UC and collaboration services to all customer segments — regardless of their locations, devices, or infrastructure.



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

**Alianza empowers communication service providers to rapidly create and deploy high-value communication offerings that are easy to manage, easy to consume, and highly profitable.**