



# Your Last Voice Migration. Seriously.

## We Make Network Transformation & Growth Acceleration Easy

**At its core, Alianza is the only true cloud-native, carrier-grade cloud communications platform built for service providers.** We enable broadband service providers to offer a complete suite of residential and business communications services, including voice, video conferencing, collaboration, text messaging, and standalone UC softphones.

Alianza supports a broad range of service providers on our platform, spanning fiber ISPs, WISPs, ILEC/CLECs, satellite, cable MSOs, municipalities, and electric co-ops. By migrating to the cloud, our service provider customers are able to innovate quickly and address the evolving demands of their end user customers in a way that is easy to manage, easy to consume, and highly profitable.

**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

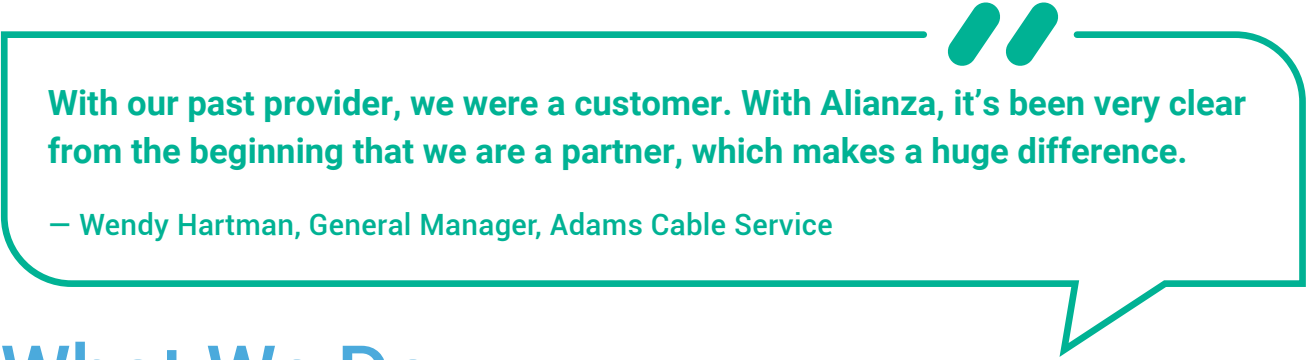
# Who We Are

## Our Team

Successful legacy voice migrations and cloud transformations require more effort, coordination, and subject matter excellence than most business leaders recognize, which is why Alianza is there to help every step of the way. Our Customer Project Management (CPM) team oversees and manages the entire migration process, including integrations, device testing, process changes, training, and more. **They'll work with you to understand your business model and use cases, set timelines, train your team, test devices, improve processes, and more.**

## Our Expertise

We're here to help. By partnering with Alianza — **who has successfully migrated providers from virtually every switching platform on the planet** — you gain the expertise needed to mitigate risk and move subscribers over safely. We have migrated hundreds of thousands of subscribers for our customers to our cloud communications platform, including **bulk migrations as large as 10,000 subscribers in a single day**, so your project is in safe hands. Many customers have shared that they could not have pulled off the tech transformation from their legacy service to the cloud on their own, without leveraging a complete platform offering from Alianza.



**With our past provider, we were a customer. With Alianza, it's been very clear from the beginning that we are a partner, which makes a huge difference.**

— Wendy Hartman, General Manager, Adams Cable Service

# What We Do

## Our Platform

Alianza's cloud communications platform enables service providers to leverage their local presence and broadband assets to deliver a more secure, higher quality, lower cost, and more profitable solution than OTT competitors.

## Our Company

**We do not compete with our customers** for residential, SMB, or enterprise business. Rather, we provide a full-stack cloud communications platform solutions for you to sell directly to your customers.

# Why Alianza

## We Make It Easy

**Alianza's business philosophy is fundamentally different than your old switch vendor's.** Our cloud communications platform is free from costly mandatory maintenance contracts, security enhancements, and more, saving you tens of thousands in the long-term. We support a broad range of service providers on our platform, spanning fiber ISPs, WISPs, ILEC/CLECs, satellite, cable MSOs, and electric co-ops.

**Alianza has successfully helped all types of service providers innovate quickly by moving to the cloud.** Our cloud communication solutions and platform allow service providers to address the evolving demands of their end user customers in a way that is easy to manage, easy to consume, and highly profitable.

## Go-To-Market Support

**Your success is our success.** Our support extends to sales and marketing enablement. We have invested in your success by creating an extensive range of robust user documentation, sales sheets, and marketing resources, all of which is available to you in the Alianza Help Center.

### What does this mean for you?

- ✓ **Speed to Market.** Ready-to-use sales and marketing collateral with clearly defined value props will fast-track your marketing activities.
- ✓ **Easy Team Training.** Get your sales team up to speed with training videos, user guides, and more.
- ✓ **Customer Documentation.** Reduce support by sending end users directly to the Cymbus Help Center to learn how to use their products.
- ✓ **Stay Informed.** Subscribe to our bi-monthly newsletter dedicated to supporting you with need-to-know information and marketing resources.

### What's available?

- ✓ **Marketing sheets**
- ✓ **White papers**
- ✓ **Promotional posters**
- ✓ **Social media posts**
- ✓ **Pre-written blogs**
- ✓ **Social media images**
- ✓ **Email nurture campaigns**
- ✓ **Data sheets**
- ✓ **and more**

# Our Proof



# LUMEN

## Largest

Tier 1 customer launched on Alianza's cloud communications platform.

2009

Alianza was founded

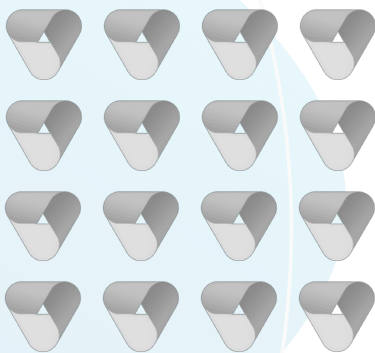


300+

Communication Service Provider Customers

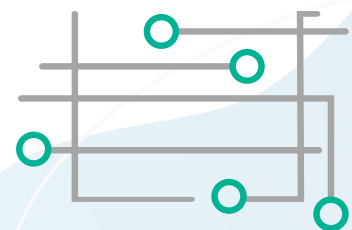


200+ Person Team



35+ CSPs Moved Off BroadSoft

20M Active Endpoints



Long Standing History of Innovation and Platform Quality



**Let's start a conversation.**

**Contact us today! **

**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.**

