Cloud Voice Platform helps mobile operators monetize spectrum with new hosted residential and business VoIP services

NEW REVENUE OPPORTUNITY

Fixed LTE provides a cost-effective alternative to wired technologies for delivering sought-after broadband connectivity to rural and underserved areas. Adding voice to broadband service bundles helps create a competitive offering, enhance ARPU and boost subscriber loyalty. Alianza's hosted fixed voice over LTE (VoLTE) solution enables mobile service providers to further monetize their LTE spectrum with easy to launch and profitable next generation voice services. This solution allows mobile service providers to expand into new market segments and capture portions of $84 billion fixed voice services market in North America.

TURNKEY CLOUD-BASED WHOLESALE SOLUTION

Built on Alianza's proven Cloud Voice Platform and leveraging more than four years of experience delivering VoIP over WiMAX, satellite and fixed broadband, Alianza's solution extends those capabilities to fixed LTE. Alianza hosts and manages the entire solution, allowing service providers to outsource VoIP instead of building and running a network.

Through an extensive API, the Cloud Voice Platform integrates with back-office systems and business processes, facilitating automation, scale and further reducing costs for provisioning, care and reporting. Employing a SaaS-based model, Alianza eliminates capital expenditures and provides a clear business case for fixed VoLTE. Mobile service providers can drive incremental revenue with minimal risk: costs are always aligned with revenues and fixed VoLTE services consistently deliver 55-80% gross margins.

Alianza supports VoIP delivery across all LTE frequency bands and a range of CPE options including integrated VoIP LTE routers and external analog telephone adapters (ATAs). Alianza's Cloud Voice Platform provides all the elements to deliver voice services including:
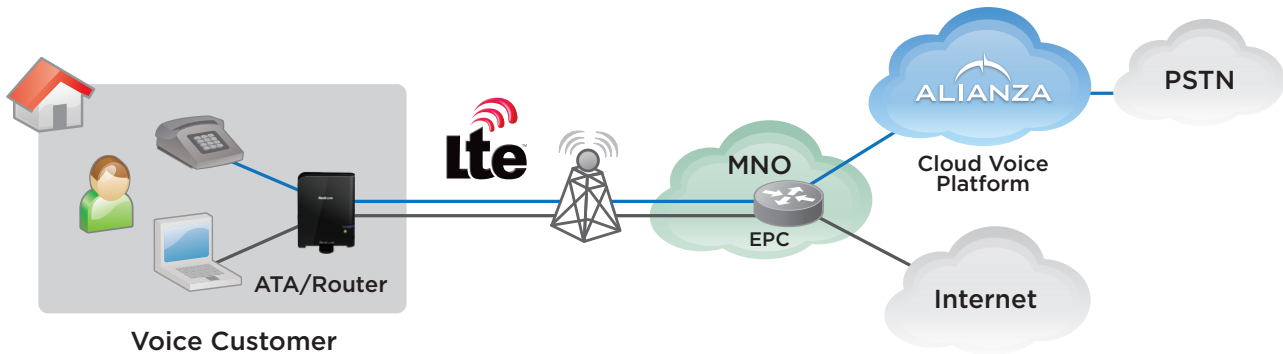
- Local numbers in rate centers throughout US and Canada
- Long distance and international calling
- Toll-Free numbers
- Flexible calling plans – unlimited, metered, bundles
- Full regulatory support – emergency services (e911), lawful intercept (CALEA compliant) and tax and regulatory fee calculations
- Multi-language interface
- Local number portability
- Over 60 end-user features
- Turnkey web portals for operations and end-user management

Key Features

- *Turnkey, hosted VoIP solution*
- *Managed carrier services*
- *Flexible API for back-office integration*
- *Full control over service definition, reporting and customer care*

Benefits

- *Rapidly add new fixed VoIP revenue*
- *Increase loyalty with service bundles*
- *Protect and monetize spectrum and network*
- *Clear business case with zero CAPEX and low OPEX*

Voice Customer

ATA/Router

LTE

MNO
EPC

Cloud Voice
Platform

PSTN

Internet

FEATURE RICH

Supporting a rich set of end-user features, mobile providers can easily add customized residential and business voice services to their fixed LTE broadband offering. Operators have complete control over how they package specific features and define products that are relevant for their target markets. Using this solution, mobile operators can rapidly launch new revenue-generating services leveraging their fixed LTE broadband services.

- Residential VoIP double-play bundle
  - Home line replacement
  - Second line
- SOHO and SMB voice solutions
  - Hosted VoIP/IP Centrex
  - SIP trunking
- In-region and out-of-region (BYOB) enterprise hosted VoIP
- OTT VoIP for mobile phones, tablets and PCs

Residential VoIP

Business VoIP

SIP Trunking

OTT

KEY END-USER FEATURES

	Residential	Business
Caller Id	✔	✔
Caller Id Block	✔	✔
Call Forwarding	✔	✔
Call Waiting	✔	✔
Call Screening	✔	✔
Find Me/Follow Me	✔	✔
Simultaneous Ring	✔	✔
Three-Way Calling	✔	✔
Voicemail	✔	✔
Voicemail to E-Mail	✔	✔
Web Self-Care Portal	✔	✔
900/976 Blocking	✔	✔
Auto-Attendant		✔
Call Park		✔
Do Not Disturb		✔
Company Directory		✔
Extension Dialing		✔
Interactive Voice Response (IVR)		✔
Hunt Group		✔
Music On Hold		✔
SIP Trunking		✔
Video Calls		✔
Mobile, PC, tablet apps for service extension	✔	✔