Intraway partners

Let's Revolutionize the Telecom Industry Together

PARTNER PROGRAM PLAYBOOK

Intraway

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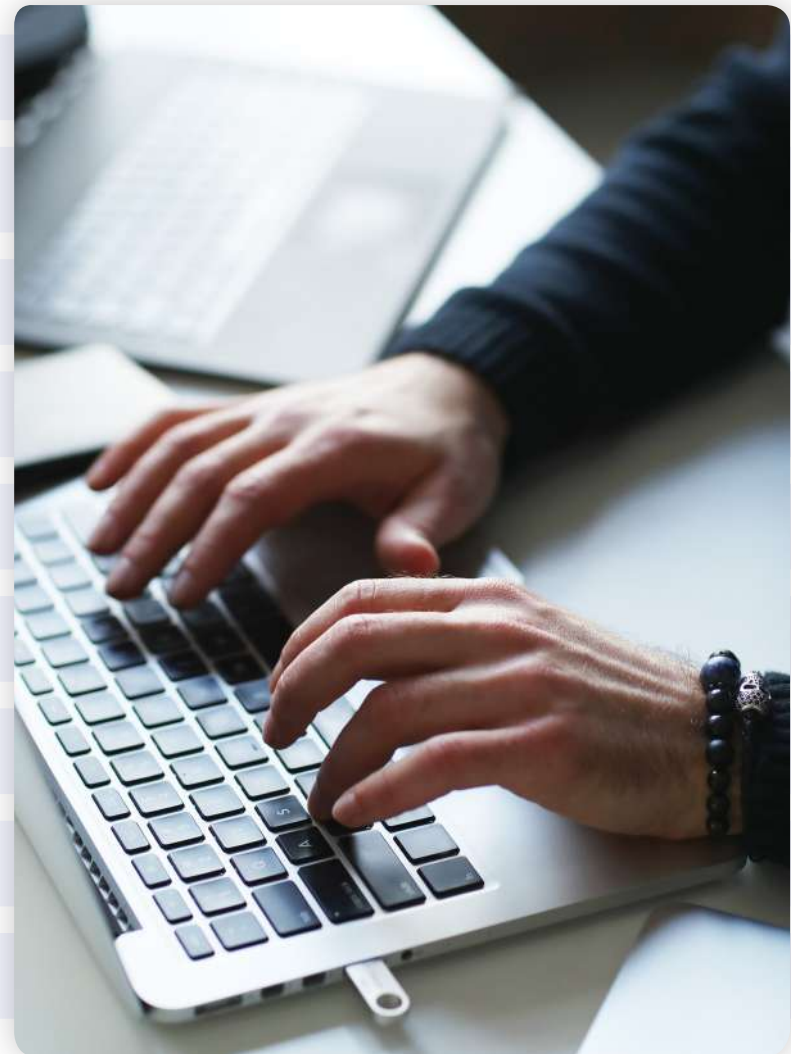
Intraway

Welcome

Welcome to Intraway's Partner Program Playbook.

As a leading player in the Operations Support Systems (OSS) automated provisioning solutions, Intraway has a 20-year history of success in supporting Communications Service Providers (CSPs). We seek to provide partners with unique support and benefits through our partner program when adopting Intraway's vendor agnostic and industry standards-based business process and orchestration solution, Symphonica.

Intraway's highly curated partner ecosystem is designed for leading vendors and integrators in the OSS/BSS and network element spaces, as well as resellers and development partners from around the world who believe in taking the complexity out of network automation.

Intraway's ecosystem offers generous margins, technology partnerships, enablement resources and the additional business benefits of quicker time to revenue through reduced implementation times and reduced costs to execute their projects. Further, the nature of Symphonica is such that they can implement processes using fewer senior developers in what we find to be a resource-constrained environment.
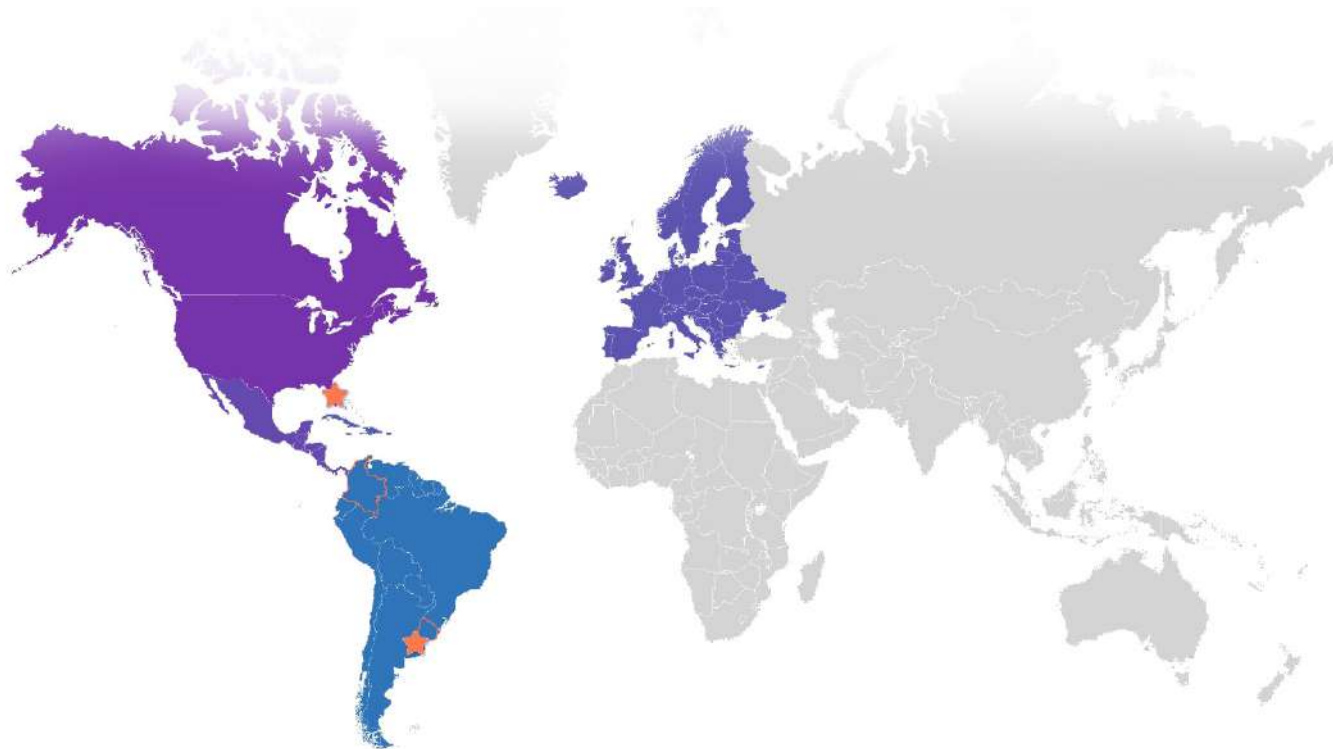
Intraway has radically simplified Telecom OSS

Supporting the service of over 40 million subscribers in more than 20 countries over three continents, Intraway's mission-critical solutions help global telecommunications operators create the network of the future, today. By unleashing the full potential of networks, Intraway's no-code provisioning automation solutions add the latest, cutting-edge functionalities to speed up time-to-market, reduce operational costs, and advance customer-centricity.

We empower leading communications service providers with innovative, highly configurable, and ready-to-deploy cloud-native solutions that enable seamless provisioning, orchestration, and first-rate service assurance - with Amazing Delivery. This means that from our first handshake through deployment and beyond – we are a trusted partner for the complete service life cycle that is working side-by-side with our partners towards their success.

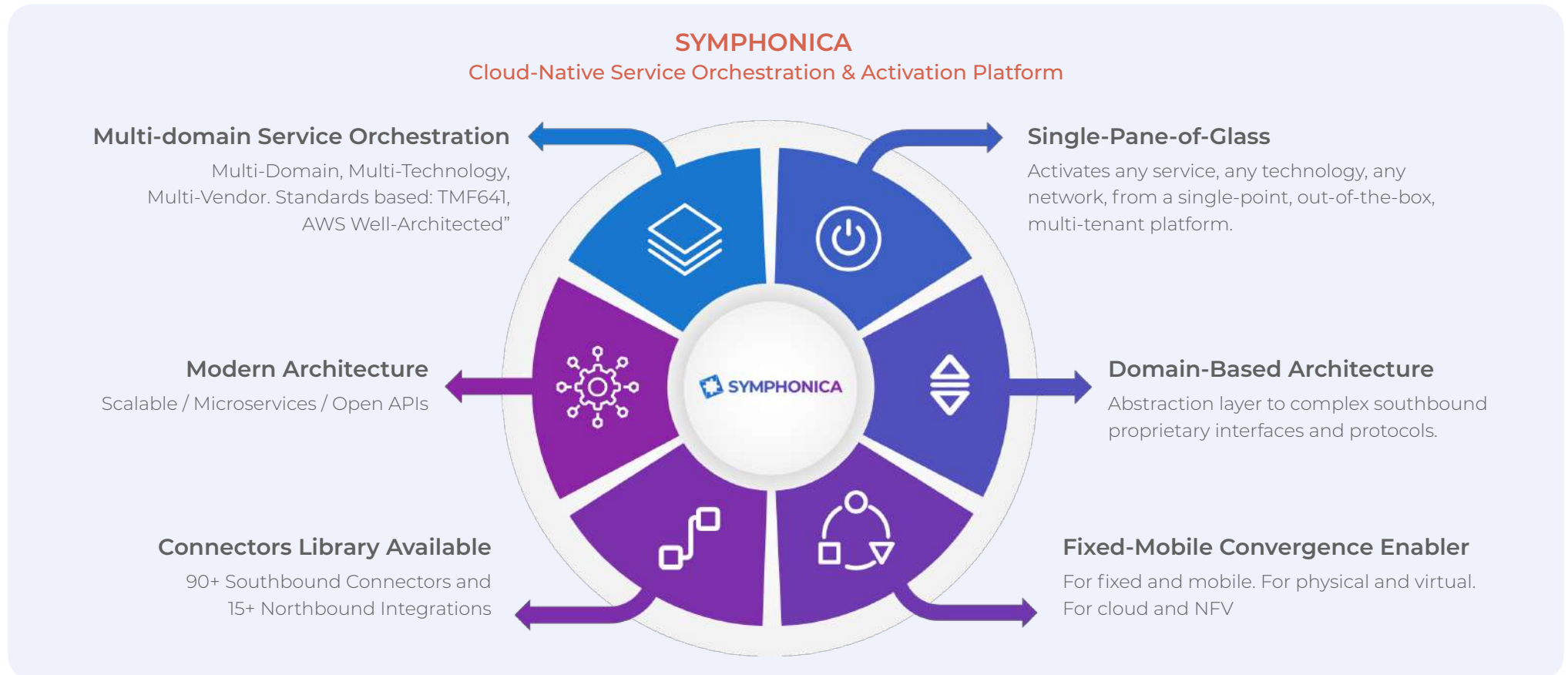## Outstanding Customers

More than 55 deployments
in 22 countries

WOW! · izzi · mediacom

Telefónica tigo LIBERTY GLOBAL

COX. telecom ufinet

Omni Fiber MIDCO

An OSS Cloud-Native Partner You Can Trust

Our signature product, Symphonica, is a no-code, cloud-native, telco-grade orchestration and service activation platform for the automation of the entire life cycle of services across multiple networks and multiple technology domains. Whether CSPs are looking to increase agility through automation, modernize their operations or embrace digital transformation, Symphonica provides the critical tools our operator clients need to be successful.

SYMPHONICA
Cloud-Native Service Orchestration & Activation Platform

Multi-domain Service Orchestration

Multi-Domain, Multi-Technology, Multi-Vendor. Standards based: TMF641, AWS Well-Architected"

Modern Architecture

Scalable / Microservices / Open APIs

Connectors Library Available

90+ Southbound Connectors and 15+ Northbound Integrations

Single-Pane-of-Glass

Activates any service, any technology, any network, from a single-point, out-of-the-box, multi-tenant platform.

Domain-Based Architecture

Abstraction layer to complex southbound proprietary interfaces and protocols.

Fixed-Mobile Convergence Enabler

For fixed and mobile. For physical and virtual. For cloud and NFV

Symphonica Overview and Context

Service Orchestration and Provisioning Platform

- **Activate any service** from any **vendor** across any **network technology** from a single point.

- **Accelerate time-to-revenue** by enabling zero-touch provisioning, orchestration, and service activation of every network element or system from a single platform.

- **Assure the implementation** with intelligent configuration checkups and birth certificates.

- **Automate real-time updates** of your inventory getting a better control of the network and quicker service designs.

- **Easily design, develop, test, and deploy interfaces** to any network device or system with our Design Studio.

- **Record transactions and their results,** including all responses from NEs, thanks to our stateful design tools.

Symphonica Key Features

- **Single Interface** to Northbound Systems – BSS/CRM/Self-Care Portal/ VIM Module

- A Real Time, Catalog Driven **BPM Based Workflow Engine**

- Highly **Configurable & Customizable** Solution - Integrate new systems and devices without developing a single line of code.

- **Connector Design Studio** to build or modify own system or network connectors

- Off-The-Shelf Connector for Multiple Common MSO Network Elements

- **Stateful design** – service and network element aware

- **Real time** and **asynchronous order processing**

- **Automatic rollback** and fallout management

- Founded **following** the principles of SOA and the guidelines from the industry standard **Frameworx from TM Forum**

Why our partner program

Partners who incorporate Symphonica into their solutions realize significant savings by not having to outsource development to the OSS vendor or assigning costly development teams for months. In addition, they can charge similar professional services fees and realize significant delivery costs, generating more profitable engagements.

Additionally, partners can:

Expand to new markets and new segments in a select partner ecosystem

Benefit from Lead Flow sent directly to partners

Generate incremental ARR & Services

Enjoy quicker time to implementation

Create a state-of-the-art cloud-based OSS Solution with Symphonica

Compete more effectively with larger OSS solutions

Benefit from a Comprehensive Partner Support System

Take advantage of Training, Test & Demo tools available for partners

Intraway

Types of partners and their benefits

Referral/Consultancy

Our referral program is perfect for advocates and resellers with a wide network of clients and prospects who can benefit from Symphonica's digital and operations transformation in the telecom industry.and prospects who can benefit from Symphonica's digital and operations transformation in the telecom industry.

Technology Partner

Technology Partners are part of Intraway's ecosystem and are partners whose products are complimentary to Symphonica, but work together to form the "stack" for a client's BSS/OSS Solution.

Systems Integrator

SI partners receive a referral fee for successful introduction of Symphonica into and account. SI partners also benefit from architecture, design and implementation services of Symphonica and any integration work required.

Development Services Partners

Development services partners either work with or through Intraway to perform development and integration services for Symphonica, benefitting from architecture, design and implementation/integration work required.
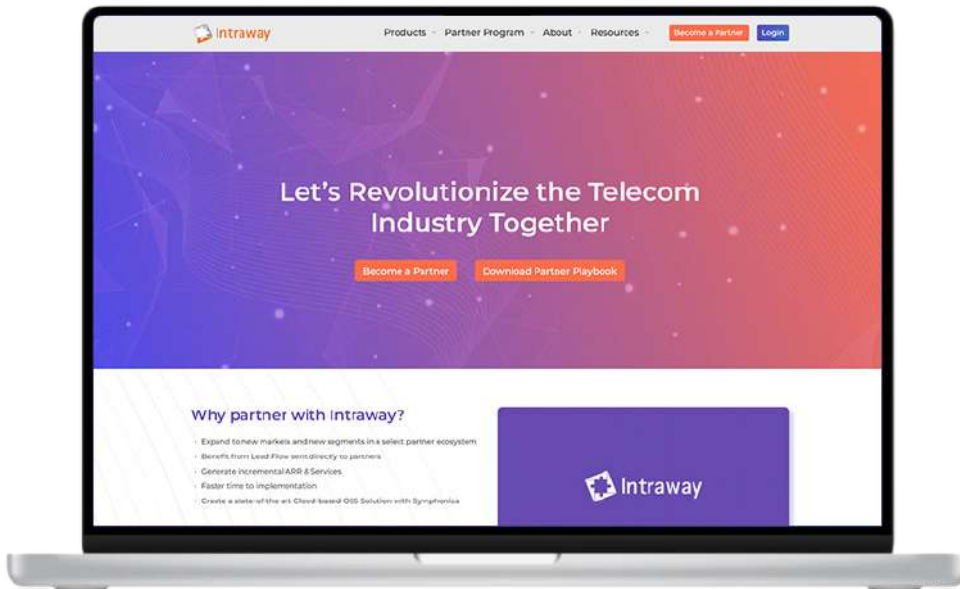
Partner Portal

Intraway's Partner Portal is designed to support our partners in their journey with us. From signup to product training to marketing collateral, our partner portal is your one-stop-shop for all your Symphonica needs.
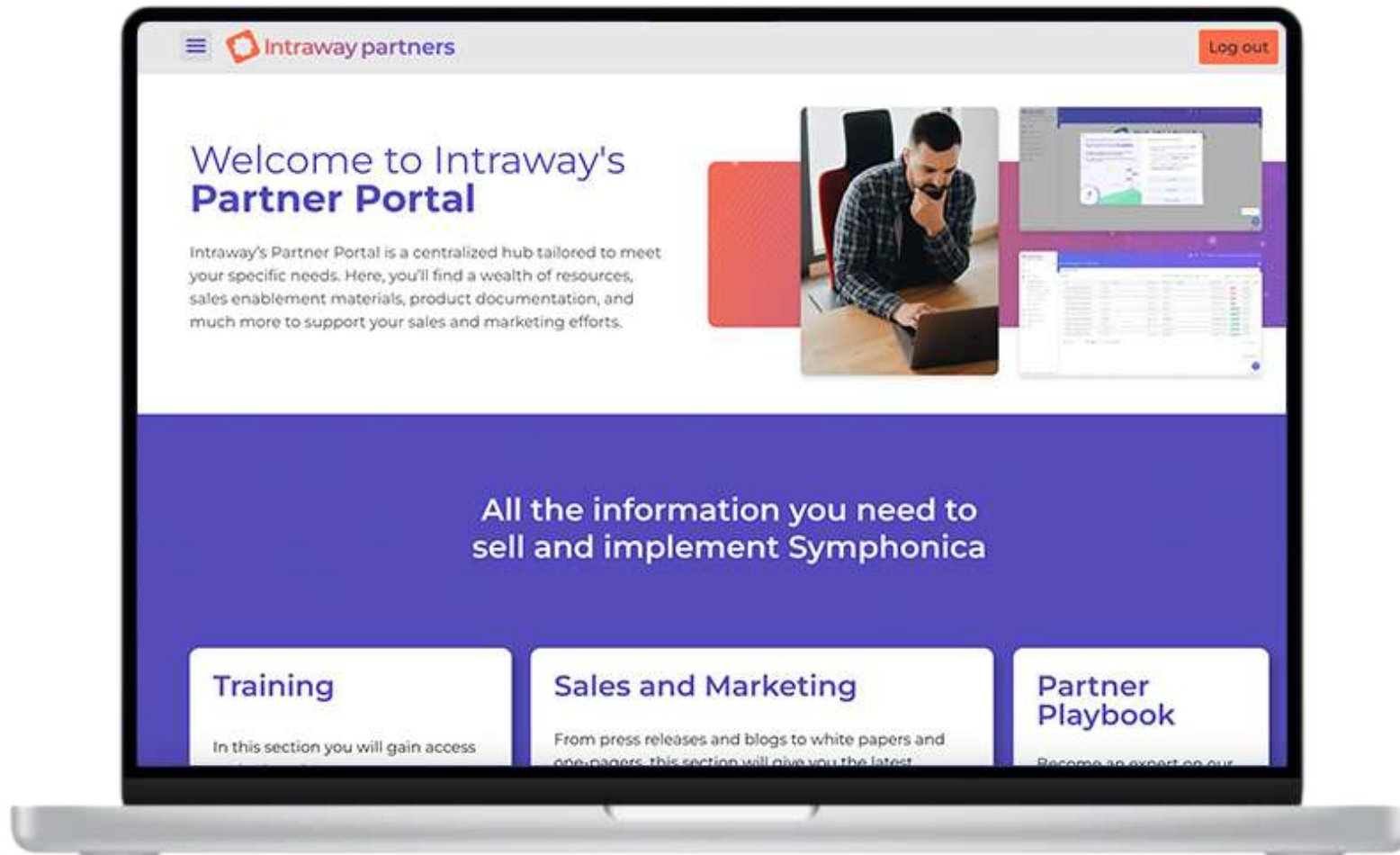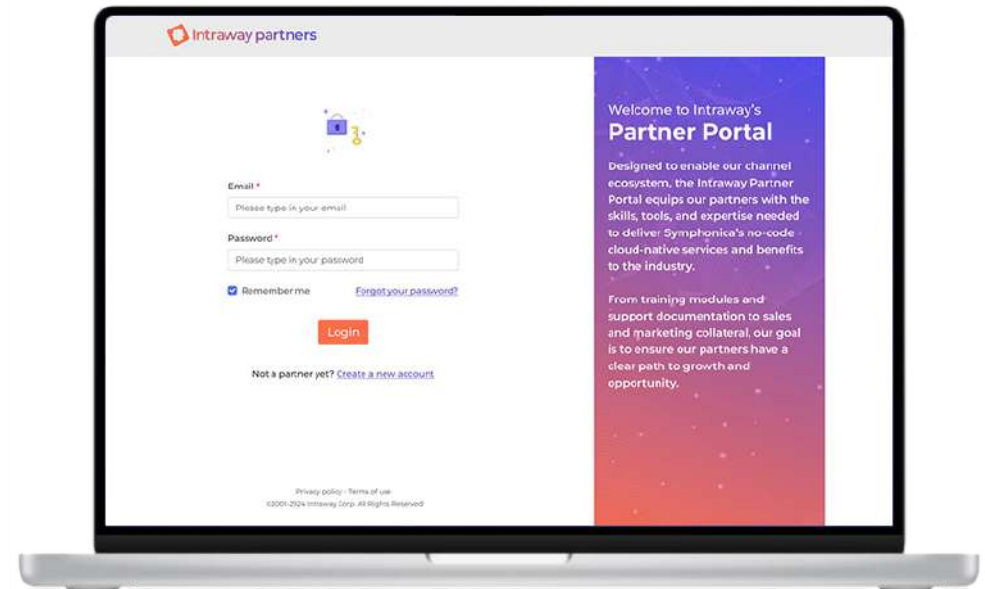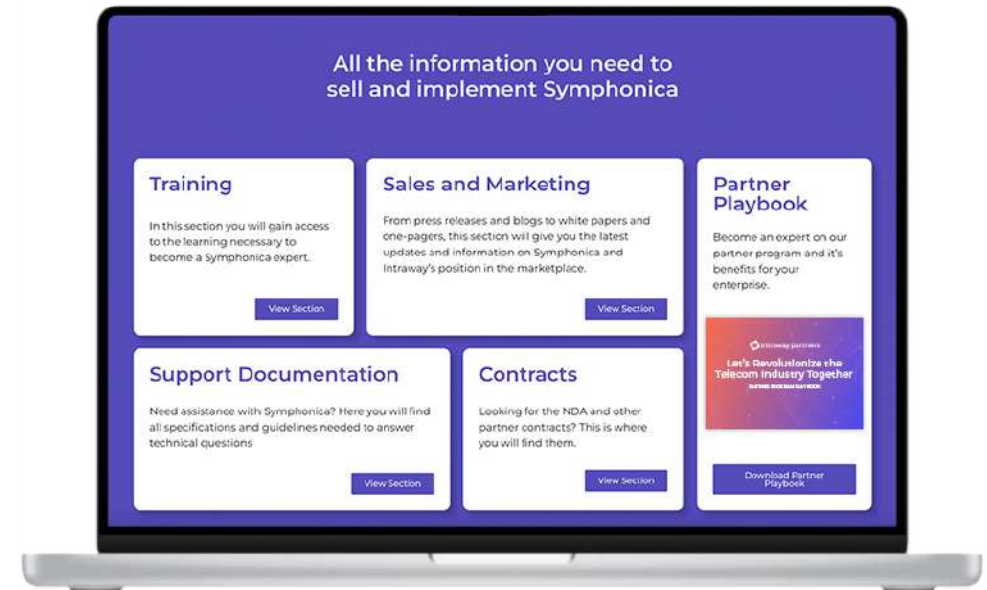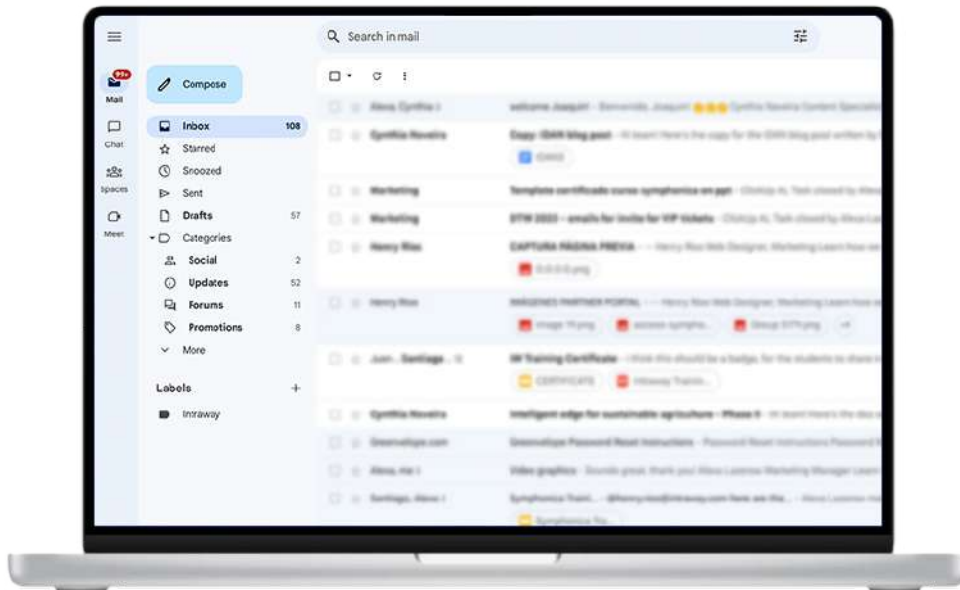
Connecting with our partner ecosystem

Signing up for Intraway's Partner Program is easy as one, two, three.

1 - You can access our Partner website at
www.intraway.com/partners

2 - Click on **Become a Partner** and fill out the form with your contact info and a few questions to help us get to know your company better.

All the information you need to sell and implement Symphonica

Training

In this section you will gain access to the learning necessary to become a Symphonica expert.

View Section

Sales and Marketing

From press releases and blogs to white papers and one-pagers, this section will give you the latest updates and information on Symphonica and Intraway's position in the marketplace.

View Section

Partner Playbook

Become an expert on our partner program and it's benefits for your enterprise.

Download Partner Playbook

Support Documentation

Need assistance with Symphonica? Here you will find all specifications and guidelines needed to answer technical questions

View Section

Contracts

Looking for the NDA and other partner contacts? This is where you will find them.

View Section

3 - You will receive an email with our Non-Disclosure Agreement (NDA)

4 - Once the NDA is signed, you will receive access to our Partner Portal with all the resources you will need to make the most out of our partnership.

A. Agreements

B. Training courses

C. Marketing materials

D. And much more

Are you ready to get started?
We can't wait to meet you.

Resources

About the Partner Program

Partner Website

Partner Program Presentation

Partner Program 22-Min Webinar

About Intraway

Intraway Corporate Video

About Symphonica

Website

Symphonica in 2 minutes

Success Stories

More Resources

Partner Ecosystem

Intraway