COMCAST BUSINESS | MASERGY

Partner Newsletter

July 2022

We hope this email finds you enjoying the summer holiday, as the second half of the year heats up for Comcast Business and Masergy.

A quick reminder that we have many **great SPIFs** running through Q4 for our solutions and recently announced our **Managed EDR** and **Masergy Calling for MS Teams** customer promotions. We encourage you to take advantage of all these opportunities in your selling efforts.

We were recently awarded two **Visionary Spotlight Awards** from ChannelVision Magazine for *Service Provider Excellence* and *Top Innovation*. We are honored to be recognized as an industry leader with outstanding services and innovative deployments for our channel partners and clients.

Lastly, we are also teeing off the back nine of our *Go the Distance Roadshow* on August 17th and will be in many cities across the country. **Registration opens** on Monday, July 25th, so come join us at a tour stop near you!

As always we encourage you to leverage our portal for selling assets, and reach out to your channel team for any sales or training requests.

Comcast Business & Masergy Partner Program

NEWS AND HIGHLIGHTS

- Masergy Wins Two Visionary Spotlight Awards from ChannelVision Magazine, *Masergy Blog*
- Rebalancing Security and Business Innovation Post-Pandemic, *Jay Barbour, Security Magazine*
- *Quismet Fernandez-Sanchez recognized by CRN as a Rising Star in the Channel, CRN*

MASERGY PARTNER WIN SPOTLIGHT

We are proud to announce that Masergy and **Paradigm** have secured a hybrid SDN & SD-WAN Secure win with a large, global organization that's conducted business for more than a century. The client had been a customer with another provider for many years, but shortly after they found themselves under new IT leadership, they began to recognize the company's need for a more nimble provider that could provide a Hybrid MPLS & SD-WAN solution that tied back to a single global ASN. The client's aim was to be able to migrate to this technology in a crawl, walk, run manner and be cloud ready. Due to the partner's previous relationship with Masergy, we were able to get a foot in the door.

In addition to our partner's support, Masergy's unique capability and track record of providing world class global WAN services combined with Comcast's financial stability, and ability to build fiber into their HQ, gave us the edge to win this opportunity.

Congratulations to our team and our partner Paradigm on this 64 month, $233K MRR New Logo win!

SALES ENABLEMENT & MARKETING

White Paper: CIO's 2022 SASE Market Trends Study

Explore SASE adoption trends and selection criteria, learning where challenges arise and how solutions are rising above expectations in this SASE

market trends study conducted by CIO and sponsored by Masergy and Fortinet.

Download Now | **Infographic**

Want More Masergy Marketing Material?

Visit our **partner portal** for co-brandable assets, white papers, campaigns-in-a-box and much more!

LEARNING/KNOWLEDGE

June Webinar Replay Available:
SASE Study Results & Selling Security Strategies

Did you miss our June partner webinar that highlighted the recent results of CIO's 2022 SASE Research Study and selling security strategies? We invite you to watch the replay, and you can download the presentation **here**. Password: 25EtJqrN

Watch Now

If you have any questions or need access to the partner portal, please reach out to us at partners@masergy.com. And be sure to sign up for The Comcast Business Download, a weekly source for solution providers.

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