COMCAST BUSINESS | MASERGY

Partner Newsletter

ZENITH PROGRAM

June 2022

As we enter the summer season, sales are heating up with Masergy and Comcast Business and our partners are at the center of this growth, so thank you! Many of you have already joined us at our “Go the Distance” roadshow, and the engagement has been fantastic. Timely topics were top of mind, including Security, SD-WAN and how to leverage the power of our solutions to help you win more deals.

On our **next partner call on July 13th**, Craig Schlagbaum will look back on some of the key topics from those roadshows and share thoughts on some top successes. In addition, Franz Chavez will share some key findings from a new SASE study and two of our top partner solution experts will dive into the value of our portfolio and how to expand your opportunities. Don’t wait, **RSVP** today for the call!

And if you missed our front nine, we have **more "Go the Distance" cities coming your way**, so keep an eye out for our updated schedule in the coming weeks and don’t forget to leverage our **SPIFs & Incentives** while they're hot!

Thank you for your continued collaboration and please let us know if you need any additional support from Masergy and Comcast Business.

Masergy Partner Program

NEWS AND HIGHLIGHTS

- The Transformation Trifecta At The Heart Of The Hybrid Work Revolution, *Chris MacFarland, Forbes*
- Masergy Wins "Editor's Choice MSSP of the Year" Global InfoSec Award, *Masergy Blog*
- *Getting Software-Defined Network as a Service (SD-NaaS) Right*, *Masergy Blog*

MASERGY PARTNER WIN SPOTLIGHT

We are proud to share that Masergy, Comcast Business and **Net7 Solutions** recently secured a Managed SDN win with a family-owned and operated company specializing in political printing and mailing. This company needed to push everything to the cloud and secure a network solution that could provide access to AWS via DirectConnect. Masergy was an ideal fit for the customer due to the core network node we have at AWS. However, the deal initially fell through because Masergy's bandwidth and need for type 2 access loops put the solution over the customer's budget. Simultaneously, Comcast Business began building out a solution that would fit the customer's budget, but because of their inability to provide direct access through their core network, as well as roadblocks they faced in scaling and adding on locations, development halted.

However, because of the customer's excellent prior relationship with both Comcast Business and Net7, they decided to re-engage once we became one entity. Together, Masergy, Comcast Business and Net7 were able to develop a scalable solution that met the customer's budget and needs across both their main site and overflow site. The main site in particular required 10G access to AWS, as well as a network-based firewall through our core. Because of our combined efforts, Masergy and Comcast Business were able to provide the customer with a 100% on-net solution without having the customer go to a third party to take care of remaining needs. Now that Masergy and Comcast Business have come together, customers can have the best of both worlds.

Congratulations to our team and our partner, Net7 Solutions, on this 36-month, $8.8K Managed SDN new logo win!

SALES ENABLEMENT & MARKETING

Why Remote Work Doesn't Work: Your Work-From-Anywhere Playbook

When the "anywhere workforce" has made work-from-home obsolete, what shifts do IT infrastructures need to make? This playbook addresses everything from network services to security and managing a distributed workforce in today's intelligence age.

Download Now

Want More Masergy Marketing Material?

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

LEARNING/KNOWLEDGE

RSVP for our July 13th Partner Call Here!

May Partner Webinar Replay Available: Masergy & CB: A Winning Combination

Did you miss our May webinar highlighting how Comcast Business and Masergy's combined power opens doors that were previously out of reach? You can **download the presentation here**, and we invite you to watch the replay and share with your colleagues. Password: DmJ5vAYt

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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