The Masergy Zenith Newsletter

February 2022

CRN recently announced their Channel Chiefs 2022 award winners, and I am thrilled to have been selected for this prestigious award, but I have to give thanks where they're due.

I cannot thank my team enough who show up every day to support their partners' successes. The strong relationships they build with partners like you, help bring in, and close, opportunities like the one below.

If you missed our February partner call, **click here** for the replay. Password: 4Cycj2nJ

I thank you all for your partnership, hope to see you soon in person, and please reach out if you need anything from my team to help close your wins with Masergy!

Jim Glackin

Senior Vice President - Global Channels

- **Jim Glackin Selected to CRN Channel Chiefs**, *CRN*
- **Consider SASE's Pros and Cons Before Moving Forward**, *Ajay Pandya, SC Magazine*

MASERGY PARTNER WIN SPOTLIGHT

We are proud to share that Masergy and Millennia Technologies secured an SD-WAN Secure OTT with Threat Monitoring and Response (TMR) win with a U.S.-based cargo airline company. This company had a legacy MPLS network that was high-priced and prone to outages. The customer was also unhappy with their firewalls. Although they had met with a few other SD-WAN providers, the customer was frustrated because the providers kept telling them "this is how we do SD-WAN" rather than working with the customer on a deep dive around their requirements and designing a solution around their needs.

Millennia understood the customer's needs, and with input from Telarus, knew that Masergy would be a good fit. During an extensive proof of concept, the customer was impressed by Masergy's Fortinet-based Managed SD-WAN Secure solution. In the end, Masergy had the expertise to design, implement, and co-manage the SD-WAN solution with the customer. Also, Masergy's ability to manage the customer's existing internet circuits and layer on additional SOC-as-a-Service security capabilities helped secure this win. This was also the first Masergy win with Millennia Technologies as they expand their business into SD-WAN, and we hope to have many more wins with them in the future.

Congratulations to our team and our partner Millennia Technologies on this 60-month, $50.3K SD-WAN Secure OTT w/ TMR new logo win!

SALES ENABLEMENT & MARKETING

Endpoint Detection & Response – How to Compare Technologies and Services

For effective cybersecurity, prevention controls are simply not sufficient on their own and EDR implements much needed detection and response capabilities for endpoint devices, but how do you choose the right provider? Learn how in this simple infographic.

Download Now

Dispelling the Common Myths of Zero Trust Security

The idea of zero trust is simple: no network user will automatically be granted access. But, the implementation and approach of establishing a zero trust network is more complex. Read more about the common myths of zero trust security and why stringent user authentication is vital.

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

February Webinar Replay:
Landing & Expanding UCaaS & Teams Deals

Did you miss our February webinar highlighting Masergy Managed UCaaS and MS Teams? You can download the presentation here, and we invite you to watch the replay and share with your colleagues. Password: 4Cycj2nJ

Watch Now

If you have any questions or need access to the partner portal, please reach out to us at partners@masergy.com.

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