

# 5 reasons to partner with Masergy

Differentiated solutions = new market opportunities & new revenue streams

Don't have time to investigate another solution provider? We get it, so we'll get right to the point. Here's why you should partner with Masergy, the world's leading secure, cloud networking platform.

## 1 Address today's urgent business needs with one partner, one solution

### Cybersecurity

Fully managed SASE solutions address the cloud, network, and endpoints



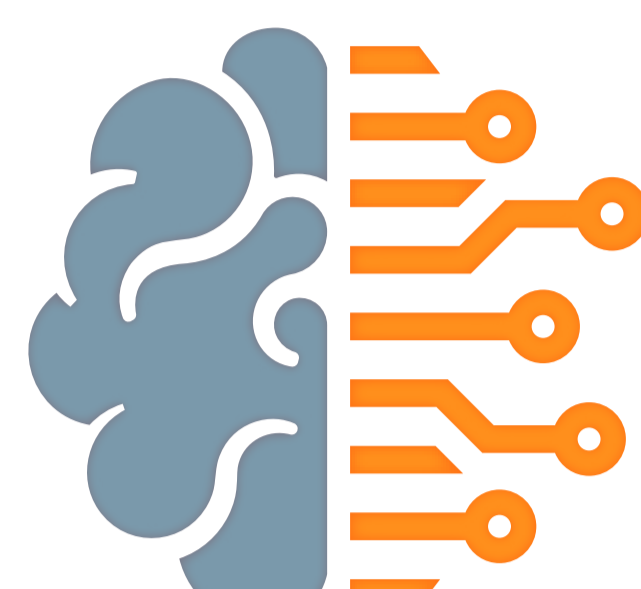
### Remote & Hybrid Work

One platform for remote connectivity, security, and collaboration



### AI-Powered Automation

Predict and prevent network/application degradation with AIOps



## 2 Investments on the rise: Security and SD-WAN are top IT priorities

91%

of IT professionals are interested in SASE solutions

92%

of companies will adopt SD-WAN by 2026

77%

of companies that have adopted SD-WAN are using a Managed Service Provider

Sources: IDG SD-WAN Market Trends Study, Altman Solon State of SD-WAN Study

## 3 Differentiate unified communications with SD-WAN

93%

of IT leaders prefer to bundle UCaaS with network services



### 2-in-1 solution

Pair UCaaS with SD-WAN to offer a high-performance solution



### Larger deals

Deal sizes increase when you add SD-WAN to the average UCaaS deal

## 4 Analyst-recognized innovation



### A Gartner Visionary

in the 2021 Magic Quadrant for Network Services, Global



### Frost & Sullivan's

Most Innovative Managed SD-WAN Service Provider



### TMCnet.com's

Remote Work Pioneer Award winner for SD-WAN Home and On the Go

## 5 A partner-first company: No channel conflict and services focused on the customer experience

90%

of Masergy's sales come from channel partners  
YOU are our focus

99%

Customer Retention Rate\*  
More recurring revenue for YOU

65

average Net Promoter Score\*\*  
More customer referrals for YOUR business

\* as opposed to the SaaS industry average of 35%

\*\* as opposed to the telco industry average of 24

## What Masergy Partners Say

“If you're not talking to Masergy, you're missing the boat.”

Jen Gallego, EVP Global Sales, Avant

“Masergy checks all of our boxes: network, product selection, SLAs, industry recognition, customer service, and most of all, great people. We highly recommend Masergy.”

Brent Killen, Owner, Digital Planet Communications

“Masergy has been an outstanding partner, earning many of our client's business as a supplier that delivers forward-leaning capabilities in network, voice, and security.”

Kyle Hall, President, Resourceive

Become a Partner today!

LEARN MORE



Questions?

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