Masergy Zenith Program

Partner with a globally recognized leader who delivers innovative technology and a superior customer experience in a fast growth market serving businesses of all sizes

ZENITH PROGRAM

A Partner-first company

Over the past twenty years we've built a partner community that is integral to our success. Masergy enables channel partners to accelerate their business results, win and retain more customers and grow their business in new ways through access to one of the most innovative portfolios and superior customer experiences.

Why Masergy?

- **Innovative, secure global platform:** 20-year pioneer in software-defined networking and has been named a Visionary in the Gartner Magic Quadrant four years in a row.

- **Unrivaled application performance:** industry leading SLAs.

- **Embedded cloud solutions:** Direct connect to hundreds of SaaS applications and major cloud providers; Cisco powered UCaaS and CCaaS.

- **Unparalleled customer experience:** 99% customer retention rate; 70+ NPS for last 4 years.

Solution portfolio

Every business application, location, and user group brings with it a different set of performance requirements and expectations. With Masergy you can offer the solution that best meets the demands of your customer's multi-cloud enterprise.

SD-WAN: From fully managed, to co-managed to OTT, we offer hyper-flexible options with SASE security tenants on the edge or in the cloud - managed on a single portal delivering real-time analytics and control including AIOps, Shadow IT and Identity-based WAN Analytics. And, Direct connection to hundreds of SaaS and IaaS assets including AWS, Azure and more.

Security: Managed security services designed for multi-cloud enterprises that include threat management, detection and response, cybersecurity monitoring and 24/7 SOC services.

Unified Communications: A Best-of-breed solution powered by Cisco collaboration platform with cloud calling, teams and meetings, plus SIP trunking, and IP phones. Additionally, Masergy's Microsoft Teams Direct Connect provides PSTN calling service for Microsoft Teams users.

Contact Center: Omnichannel solution delivered on a global scale powered by Cisco Webex technology and embedded within our software defined network. Complete with virtual agents, artificial intelligence capabilities, workforce management, and predictive call routing.

Revenue & Sales Growth • Training & Support • Incentives & Rewards

We've designed the Masergy Zenith Program to offer the best possible partnership based on your business model, whether you are a Master or Sub Agent. The new program offers a range of valuable benefits, including:

- **Revenue & Sales Growth** with differentiated and innovative SD-WAN solutions
- **Training & Support** with comprehensive on-boarding and ongoing training
- **Incentives & Rewards** with highly competitive commission structure and ongoing incentives

	Sub Agent		Master Agent
	Peak	Apex	
Minimum Annual Bookings (Credit on renewals)		$75,000	none
Selling Tools/Portal Assets	✓	✓	✓
Co-branded Marketing Campaigns		✓	✓
Product Training	✓	✓	✓
In Region Sales Engineering & Product Specialist Support	✓	✓	✓
Partner Locator Inclusion		✓	✓
Quarterly Business Reviews		✓	✓
Marketing Development Funds		✓	✓
Social Sharing Platform		✓	✓
Masergy Identified Opportunities (when available)		✓	
Dedicated Channel Manager		✓	✓
Seat on Partner Advisory Board (by invitation)		✓	✓

Learn more about the Masergy Zenith Program

Contact us for more information at **partners@masergy.com** or visit our website at **masergy.com/channel-partners**