Masergy Zenith Program

Partner with a globally recognized leader who delivers innovative technology and a superior customer experience

ZENITH
PROGRAM

A Partner-first company

Channel partner success is driven by superior customer experiences. Masergy's 99% customer retention rate and innovative solution portfolio ensure partners not only win the sale, but retain and grow their customers' business.

Why Masergy?

- **Innovative, secure global platform:** Software-defined networking pioneer; named Visionary in the Gartner Magic Quadrant 6 years in a row.

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

- **Embedded cloud solutions:** Direct connect to hundreds of SaaS applications and major cloud providers.

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

Solution portfolio

Every business application, location, and user group has different 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.

masergy.com/channel-partners

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

Whether you are a Technology Services Distributor or Sub Agent, the Masergy Zenith Program offers a range of benefits tailored to your business model, 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		Technology Services Distributor
	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 Advocacy and Sponsored Posts		✓	✓
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**