

# The Masergy Zenith Newsletter



## June 2021

We are coming to the end of our fiscal year at Masergy, and I would like to extend my gratitude and appreciation to our partners that have contributed to our joint success!

In case you missed our partner call in May, we have a replay available below. We shared an exciting EDR customer offer, along with how to win in the mid-market and an interesting new SD-WAN study from Altman Solon.

I would also like to congratulate our partners DataTel1 and Digital Planet who attained their APEX status last month in the Zenith program. We appreciate you!

Lastly, as we close our year, we are here to assist with anything you need to get any deals over the goal line, so please do not hesitate to contact me personally or your Masergy team.





## Jim Glackin

Senior Vice President - Global Channels

### NEWS AND HIGHLIGHTS

- [Masergy releases 2021 State of SD-WAN Study](#) *LightReading*
  - [Datatel1 and Digital Planet Communications Inc. reach Apex level in Masergy Zenith Program](#) *Masergy Blog*
  - [The top 8 CASB use cases and how to ensure you're covered](#) *Masergy Blog*
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### MASERGY PARTNER WIN SPOTLIGHT

We are proud to share that we recently closed a deal together with our partner Improved Telecom Solutions. The customer has been a family-owned business since 1847, producing and distributing malt and related supplies for breweries, distilleries, and allied industries worldwide. They were looking to modernize their network while implementing more security, to keep up with the industry and increasing business demands. With Masergy's SD-WAN Secure offering, we were able to provide peace of mind with 24/7/365 security and network support to assist the customer's IT team. The customer also found it beneficial that Masergy was able to provide a full turn-key solution, not only on the initial network request, but also future UCaaS and security needs.

Congratulations to the team and our partners on this 60-month, \$22.8K win!

## SALES ENABLEMENT & MARKETING



### Endpoint Detection and Response Customer Offer

Masergy Managed EDR protects against the worst cybersecurity threats facing mid-sized enterprises. And right now, your customers can get up to 3 free months of Managed EDR! If they commit to the service for:

- 1 year, get 1 month free
- 2 years = 2 months free
- 3 years = 3 months free

Limited time offer runs until September 30, 2021 for both existing and new Masergy customers.

[Customer Offer](#) | [Product Sheet](#)

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### Right to Win in the Mid-Market

We have a new document available for our partners that cover your “right to win” in the mid-market enterprise. Click the link below to learn what to look for in a prospect, questions to ask, and what verticals we win in most often.

## [Read More](#)

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### State of SD-WAN in 2021

Leading consulting firm Altman Solon conducted a research study of more than 300 IT decision-makers to understand where businesses are in their journey to SD-WAN and SASE. This research report explains the results, illustrating how and why IT leaders are prioritizing reliability and security.

[White Paper](#) | [Infographic](#) | [Blog](#) | [Press Release](#)

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### Case Study: IMC Companies

As the largest marine drayage provider in the U.S., IMC Companies is a critical link in the international supply chain. With locations at every major rail and port facility from coast to coast, IMC Company's fleet is always on the move. See how IMC uses Masergy to enable up-to-the-minute transparency into the precise movements of international container shipments.

[Read More](#)

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LEARNING/KNOWLEDGE



## Replay Available: May Partner Call

Missed our monthly partner call in May? Listening to the on-demand recording to hear about Masergy's SD-WAN Secure OTT, Managed CASB, and Managed EDR. We also revisited your "right to win" in the mid market with Becky Carr and what to look for in a prospect.

Password: **Zenith2021**

### [Watch Replay](#)

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If you have any questions or need access to the partner portal, please reach out to us at [partners@masergy.com](mailto:partners@masergy.com).

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