COMCAST BUSINESS | MASERGY + FORTINET

The power of partnership

One portal. Built-in security. Guaranteed performance.

In the last few years, the corporate network has changed significantly for your clients. Data is constantly traveling outside the company network to the cloud. More of that data is going to edge, mobile, and IoT—and a recent industry report estimates that 45% of mobile data will move over 5G by 2025. Security is more important than ever because the trusted zone inside a company's LAN is no longer secure, and the border between inside LAN and outside WAN is disappearing.

Securing your clients' valuable data as it moves across networks, devices, users, and countries demands built-in firewalls and tiered security services for the best end-to-end management. Provide your clients with a security-driven networking solution: Masergy Managed SD-WAN.

Why sell Masergy Managed SD-WAN

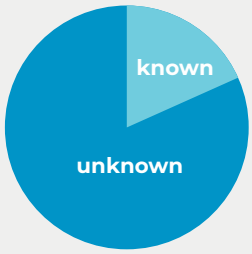
Masergy's innovative software-defined global platform, combined with Fortinet's hardware, delivers a high performance and highly scalable managed SD-WAN solution.

- **Best-of-breed networking and security recognized by Gartner**
  Fortinet is named as a Leader in the Gartner Magic Quadrant® for Network Firewall and a Challenger in Gartner Magic Quadrant for WAN Edge Infrastructure. Masergy has been recognized as a Visionary in the Gartner Magic Quadrant for Managed Network Services, Global for four years in a row.

- **Innovation in security-driven networking**
  Your clients get a secure and scalable SD-WAN solution backed by Masergy's 20-year innovation record in global software-defined networking, including features such as real-time analytics in our management portal, AIOps virtual assistant network optimization, and Shadow IT Discovery.

- **White-glove 24/7 service & support**
  Your clients receive a managed SD-WAN service delivered globally with guaranteed SLAs. Avoid customer service calls and requests for IT tech support — Masergy handles all of the services for you.

Embedded Shadow IT Discovery solution



Instant visibility into cloud applications

AIOps: AI-based alerts, analysis, and anomaly detection

A virtual assistant to optimize your network application performance, and security

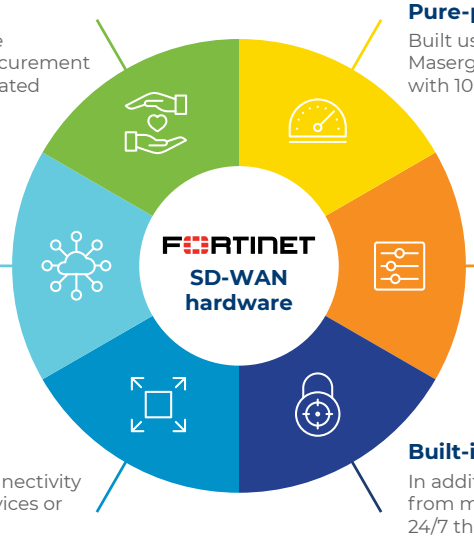
Contact Us: USA +1 (866) 588-5885 | UK +44 (0) 207 173 6900 | partners@masergy.com

The power of partnership

Total SD-WAN solutions powered by Fortinet

Every conversation about cloud migration, SD-WAN, and digital transformation must include cybersecurity. Masergy combines innovative SD-WAN with best-of-breed Fortinet security. Leading your SD-WAN conversation with security makes it easier to get appointments because companies are allocating more budget for security every day. With Masergy, you can address a wider array of business needs across multiple IT domains—networking, security, and cloud applications.

Fortinet's SD-WAN hardware, next-generation firewalls, and advanced routing are wrapped with Masergy's fully managed services for a total SD-WAN solution:



Unparalleled customer service
Clients get 24/7 network performance monitoring and live tech support, procurement and installation included, and a dedicated project manager

Pure-play software-defined network
Built using uniform SD-architecture standards, Masergy's network delivers industry-leading SLAs with 100% in-sequence packet delivery

Software-defined cloud interconnect
Scalable and secure connectivity to leading cloud providers is backed by cloud SLAs that guarantee performance

One portal with real-time analytics
End-to-end visibility of application performance alongside self-service controls and full service management too

Flexible access
Mix and match public and private connectivity and get broadband procurement services or clients can bring their own

Built-in security
In addition to Fortinet firewalls, clients can choose from multiple tiers of security protection including 24/7 threat monitoring and response services

Masergy network solutions have a 99% renewal rate with significant opportunities for up-sell/cross-sell to managed security services, unified communications, and cloud contact centers. Sell once with set-it-and-forget-it solutions and gain the benefits of perpetual recurring revenue.

For Channel and Reseller Partners:
Connect with your local Masergy account manager to learn more. To find your local Masergy channel manager, email **partners@masergy.com**

For Fortinet Sales Representatives:
For additional resources to help you sell Fortinet-based managed SD-WAN services with white-glove support to your enterprise customers, email **partners@masergy.com**