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New MASERGY Partner Alliance Program Increases Compensation Payouts for All Channel Sales

Enhanced compensation plan combines upfront and ongoing residual payments

DALLAS (June 3, 2008) — MASERGY, a global service provider specializing in delivering a superior customer experience for enterprises, today unveiled a new channel sales program offering a higher compensation plan to all sales partners that provides upfront payments and residual commissions. This enhanced program is available to all channel sales, with an emphasis on improved collaboration and benefits for system integrators and value-added resellers (VARs).

MASERGY provides its sales partners with a high degree of pre-and post-sales support, reducing the overall cost of sales for channel partners. The new compensation structure maintains this high level of support while providing substantial up-front compensation, in addition to strong monthly residual payments. MASERGY's new partner program does not require any commitment to achieve monthly, quarterly or annual revenue targets. Instead, sales partners earn higher payouts based on overall level of sales achieved.

“MASERGY is responding to the specific needs of VAR partners,” said Todd Bahner, MASERGY's director of global partner programs. “VARs like having both the up-front compensation as well as the monthly cash-flow from residuals. With this new program, existing channel sales partners may choose to remain under their existing contract or move to this new compensation program.”

The company's broad Partner Alliance program supports VARs, master agents, system integrators and referral partners. Unlike most global carriers, MASERGY does not compete with its channel partners for hardware sales and service. MASERGY remains focused on providing world-class, global wide-area network (WAN) services and relies on partner-provided products and services to deliver seamless enterprise communication solutions.

Channel community feedback revealed a desire for a fresh approach to channel support and compensation—an approach that emphasizes quality of service and customer retention while increasing the overall payment amount. “The result is an integrated, collaborative sales model that helps our partners to grow their core business while providing solutions for their customers WAN needs,” added Bahner.

ABOUT MASERGY:

MASERGY is a privately held global network service provider specializing in delivering the strongest customer experience in the telecommunications industry. Serving hundreds of customers throughout Europe, Asia, Africa, Australia and the Americas, MASERGY leverages advanced transport technologies to deliver global Ethernet services across a native MPLS network. MASERGY's customers include companies from the financial/banking, healthcare, entertainment broadcasting, hospitality/hotels and manufacturing industries. More information is available online at <http://www.masergy.com> or by calling +1 866-MASERGY.