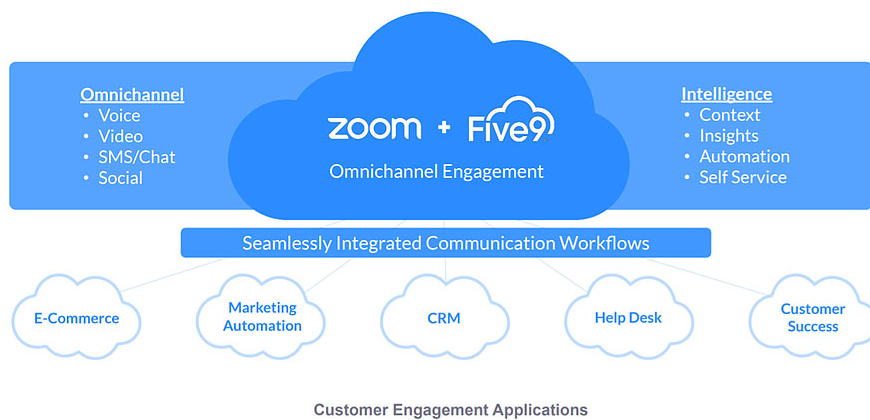




August 2021



## Staying on top of the Issues that Affect you the Most: Zoom Acquires Five9 - What Does it Mean for You?

The pace of technological change continues at break-neck speed, and we are staying on top of the issues that affect you most.

The big news this month is Zoom's purchase of CCaaS provider Five9. Here's what Avant's Ken Presti and Forrester analyst Jay McBain think about the move, what it means for the industry, how it affects customer strategy - and the questions they recommend that you ask your trusted advisor.

[Listen now](#), and give us a call with your questions!



## Meet us at MISAC Booth #202 and Let's Talk CALNET

For many years we've helped California Network and Telecommunications (CALNET) agencies manage their CALNET programs. Stop by our booth #202, meet our CALNET experts, and see how we support Mitel business phone systems including direct routing for Microsoft Teams.

Packet Fusion is committed to helping public sector organizations transform through updated telecommunications and cloud technology. Whether you need Mitel integration assistance, including Microsoft Teams direct routing, or for DIA, IPFlex, MPLS, SD-WAN, or SIP trunks, we've got you covered. We have also proven to be more competitively priced than any other provider on recent projects.

**Ready to meet sooner?**

[Book a meeting with Packet Fusion now](#)

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## How Do You Team?

We've never had more choice when it comes to productivity and collaboration tools - and yet, determining the right solutions can be daunting. In recent years, we've seen companies fall into three groups: Those wanting an integrated platform from a single vendor, those who are fine jumping between siloed tools, and those who do a combination of both with a hybrid solution.

None of these is wrong - but is your approach working for *your* team?

[Read the blog](#)



## Featured Vendor: Cato Networks Changes the Security Game

The cloud is agile, elastic, and ubiquitous, but enterprise networking and security infrastructure have traditionally been just the opposite. The network is rigid and static and can't adapt to emerging business and technical requirements and the evolving threat landscape.

Cato is the world's first SASE platform that converges SD-WAN and network security into a global, cloud-native service. Cato optimizes and secures application access for all users and locations. Using Cato, customers easily migrate from MPLS to SD-WAN, optimize connectivity to on-premises and cloud applications, enable secure branch Internet access everywhere, and seamlessly integrate cloud datacenters and mobile users into the network with a zero-trust architecture.

### Snapshot: Cato Networks

- Launched in 2015 by the founders of CheckPoint, Imperva, Incapsula
- True SASE (Converged SD-WAN, Security-as-a-Service) Globally Distributed Cloud-Native Platform
- 200% YoY growth, last 4 years in a row
- 900 Enterprise Customers in 100+ Countries

- 250,000+ Remote Access Subscribers

[Read more about Cato Networks in the Info Gallery.](#)



## September Roundtable with Cato Networks: The Future is Now and It's SASE

**Join us Tuesday, September 21, 2021, at 12:00 PM** for an informative, interactive Roundtable discussion about what you need to know about SASE (Secure Access Service Edge). You will come away with an understanding of how SASE can better enable you to respond to changes in business conditions in an increasingly competitive landscape.

Secure Access Service Edge (SASE) is a new enterprise networking technology category introduced by Gartner in 2019, predicted to reach 60% global adoption by 2025. SASE **converges** the functions of network (ex. SD-WAN) and security (ex. NGFW) point solutions into a unified, global **cloud-native service**.

We welcome Mark Peay, Channel Director, and Paul Van Lierop, Channel Sales Engineer from Cato Networks to a conversation with Packet Fusion's CEO Matt Pingatore on what you need to know.

Cato Networks and Packet Fusion will also be sharing stories and tips from customers who are moving to SASE.

### We want to hear from you

This is an interactive discussion, so bring your biggest challenges and burning questions!

### [Register Today](#)

When you register, attend, and participate in our polls you could win lunch on us with a \$20 gift card to Round Table Pizza.\*

\*Winners are selected at random. If you do not have a Round Table Pizza near you, we will send you a Grubhub gift card.



## Cloud Contact Center And UCaaS: Better Together Or Best Of Breed?

Cloud contact center is one of the hottest areas in IT right now. What isn't clear is whether a best of breed approach, or a single vendor for all CCaaS and UCaaS needs is the way to go.

[Check out this article to learn more.](#)

# Mitel in the Know



If you missed our recent Mitel on-prem roadmap Lunch & Learn Roundtable, you'll want to check it out. Mitel's Kurt Kruger, PLM Director, Midmarket Solutions, and Kathik Arumugam, Group VP, Product Marketing shared how they have addressed some important security gaps. They also shared news on new features, phone sets, and upcoming cloud enhancements.

As we mentioned during our discussion we will help keep you on your system for as long as you want. When the time is right for your move to the cloud, we are here to help you make that transition. You can keep the same phones and we can help you keep your call management setup, or completely redesign your experience. We would love to share Mitel's reliability, flexibility, simplicity, and cost savings in the cloud with you.

[Watch the Roundtable.](#)

[Here is a link](#) to the answers to all of your great questions and the [slides from the presentation](#). Please reach out with anything more, and we look forward to speaking with you.

## Resources to Help You Make Informed Decisions

**Info Gallery:** Our curated collection of resources, training and news on the technologies you care about: cloud, contact center, business telephony, SD-WAN, security, and collaboration are updated regularly.

**Lunch & Learns:** Our popular monthly webinar series covers a wide range of topics from industry trends to leading solutions from companies such as Genesys, Zoom, Mitel and more.

**Tech Talks:** Packet Fusion engineers cover a wide range of in-depth technical topics.

**Technical Explainers:** Technical explainers cover complex topics at a high level in an easy-to-understand way.

If you have questions on any information in this newsletter, please reach out to your Packet Fusion representative.

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