

Powering the Next Generation of Managed Services with Universal SASE

The Challenge for Service Providers

Service providers today face mounting pressure to deliver more value with less complexity — all while keeping pace with customer expectations and market shifts. The key challenges include:

- ✓ **Escalating demand:** Enterprises expect secure, high-performance connectivity for their users, devices and locations across cloud, SaaS, and hybrid environments.
- ✓ **Fragmented architectures:** Point products for SD-WAN, LAN, SSE, NGFW, and ZTNA create integration headaches, policy silos, and operational inefficiency.
- ✓ **Profitability at scale:** Providers must differentiate their services while managing costs and margins in an increasingly competitive landscape.

Versa's Value to Service Providers

Versa gives service providers the ability to deliver differentiated managed services that are secure, scalable, and profitable. Instead of piecing together disparate solutions, providers can build on a single, unified architecture designed for multi-tenancy, automation, and flexibility. By embedding AI-driven insights and offering deployment models that match every customer environment — cloud, on-premises, or hybrid — Versa enables service providers to accelerate time-to-market, reduce complexity, and maximize margins.

Key advantages include:

- ✓ **VersaONE Universal SASE Platform:** Converges SD-WAN, SSE, NGFW, ZTNA, and SD-LAN in a single operating system.
- ✓ **Multi-tenant architecture:** Purpose-built to scale across thousands of customers efficiently.
- ✓ **AI-powered fabric:** VersaAI delivers predictive analytics, observability, and automated operations.
- ✓ **Flexible deployment:** A cloud-delivered SASE fabric with over 90 POPs globally, as well as on-premises, hybrid, or air-gapped deployment options to meet diverse customer requirements.

Connectivity-Oriented Managed Services

Versa enables MSPs to transform traditional connectivity services into high-value, differentiated offerings by unifying SD-WAN, LAN, and cloud access with built-in security. With Versa's Universal SASE platform, providers can deliver reliable, application-aware connectivity at scale while reducing infrastructure complexity and lifecycle costs — creating new revenue opportunities and strengthening customer loyalty.

Security-Oriented Managed Services

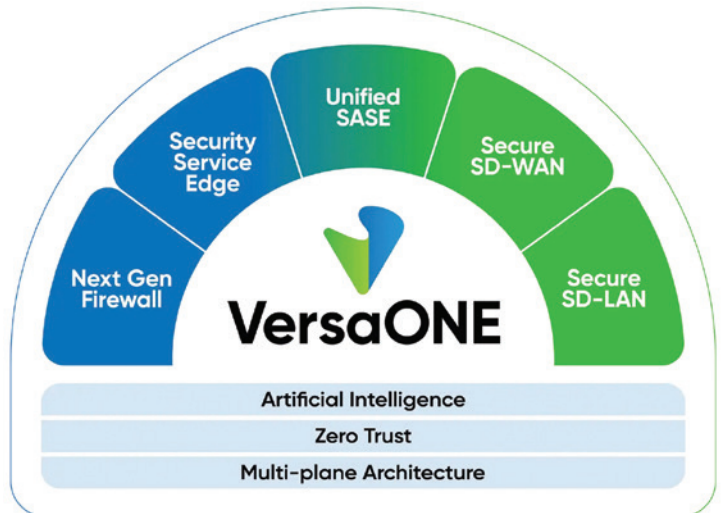
Versa empowers MSSPs to deliver advanced, Zero Trust-driven security services from a single, AI-powered platform. By converging SSE, NGFW, ZTNA, and micro-segmentation with full multi-tenancy, MSSPs can protect customers across users, sites, and cloud workloads while scaling operations efficiently — driving stronger margins and faster time to market with differentiated managed security offerings.

Unified VersaONE Platform

Built for service providers and enterprise customers, **VersaONE** unifies security and networking into a single, centrally managed platform that delivers all of Versa's services at every edge.

"Oftentimes when we think about a relationship in business, partnership is often used, and when I think about the relationship with Versa, I think about a true, real partnership."

Jason Ness, CEO, CommandLink



Partner Benefits and Customer Outcomes

Service Provider Business Benefits

With Versa, service providers can expand their portfolio of managed services while keeping operations lean and margins strong. The platform simplifies service delivery, accelerates time-to-market, and creates new opportunities for differentiated offerings — all while scaling efficiently to support thousands of customers.

Key benefits include:

- ✓ **Accelerate time-to-market:** Quickly launch differentiated managed SASE services.
- ✓ **Reduce operational costs:** A single platform lowers lifecycle management overhead.
- ✓ **Drive new revenue streams:** Deliver services like managed ZTNA, IoT security, and AI-driven observability.
- ✓ **Deliver at scale:** Multi-tenant architecture streamlines onboarding and ongoing management.

Customer Outcomes

Enterprises working with service providers powered by Versa gain more than just secure connectivity — they achieve simplicity, stronger protection, and measurable efficiency. By converging networking and security into one intelligent fabric, Versa enables customers to reduce complexity, cut costs, and adapt quickly to cloud, SaaS, and AI-driven workloads.

Key outcomes include:

- ✓ **Simplify:** Replace multiple point products with one unified solution.
- ✓ **Secure:** Enforce Zero Trust and continuous threat protection across all users, sites, and apps.
- ✓ **Save:** Achieve 20–40% reductions in operational and lifecycle costs.
- ✓ **Adapt:** Deliver consistent performance for cloud, SaaS, and AI workloads.

"beem brings together the simplicity of network-based protection with the strategic control of sovereign infrastructure. Powered by Versa, it allows us to offer integrated internet connectivity and cybersecurity services with full data sovereignty – so Swisscom customers get simple, sovereign, and secure connectivity."

Egon Steinkasserer
Chief Technology Officer, Swisscom

The Versa ACE Partner Program

The Versa ACE Partner Program is a channel-first, multi-tiered ecosystem designed to help MSPs and MSSPs launch differentiated services quickly, grow recurring revenue, and maximize profitability. By combining Versa's Universal SASE platform with robust enablement, flexible licensing, and attractive incentives, ACE empowers partners to differentiate their services, get to market faster, and make more money.

Key ACE program benefits include:

- ✓ **Faster service launch:** Deliver SD-WAN, NGFW, SSE, ZTNA, and even SD-LAN from one software stack — no integration required.
- ✓ **Lower TCO:** Multi-tenant architecture and platform consolidation simplify operations and reduce infrastructure costs.
- ✓ **Efficient operations:** Built-in automation and zero-touch provisioning streamline onboarding and scaling.
- ✓ **Flexible business models:** Support managed, co-managed, or DIY services with usage-based and tiered licensing.
- ✓ **Sales & marketing support:** Co-branded campaigns, MDF, lead generation, white-labeling, and joint GTM programs.
- ✓ **Technical enablement:** Hands-on training, role-based certifications, and prescribed learning paths via Versa Academy.
- ✓ **Attractive incentives:** Deal registration, recurring revenue-sharing, and performance bonuses — consistently rated 5-Star by CRN.
- ✓ **100% channel-led:** Versa does not compete with our partners; we rely entirely on our partners for customer delivery.

"The flexibility and control offered by Versa's sovereign SASE deployment model was key to letting us build SASE solutions best suited to our customers. We were able to leverage our in-place infrastructure and own the entire solution, simplifying our customers' network management while giving them end-to-end visibility with leading-edge security."

Brian Fink
Head of Managed Solutions Business, Crown Castle

With ACE, partners gain the tools and support to differentiate services, shorten time-to-market, and grow recurring revenues.

"T-Mobile SASE with T-SIMsecure and Security Slice is yet another example of innovation being delivered to our business and government customers. Not only does this complement and expand our security portfolio to offer protection for corporate networks, applications and data — it also reinforces our commitment to leverage our 5G leadership for good."

Callie Field, President, T-Mobile Business Group



Versa Market Leadership

Versa is trusted by leading global service providers including Swisscom, T-Mobile, Intelsat, Tata, and many more. And our market leadership is validated by top industry analysts and independent real-world testing by NSS Labs / Cyberratings.org.

Gartner Magic Quadrant

Versa is one of only three vendors recognized in all of the latest Gartner Magic Quadrants for SASE, SSE, and SD-WAN.

Figure 1: Magic Quadrant for SD-WAN



Gartner Magic Quadrant for SD-WAN

NSS Labs / CyberRatings

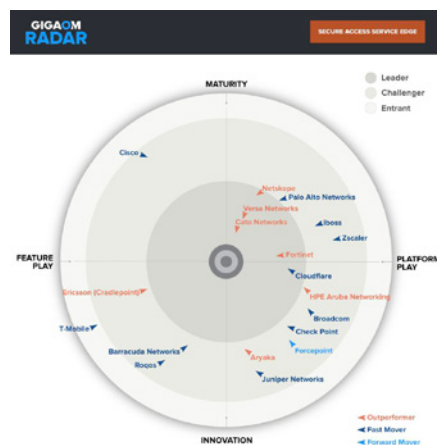
Versa scores among the best in SSE, SD-WAN, ZTNA, and cloud and enterprise firewalls in NSS comparative testing reports.



NSS Labs/CyberRatings
"Recommended Products"

GigaOm SASE Radar

Versa is one of only three vendors rated a Leader and Outperformer in all of GigaOm's SASE-related reports: SASE, SSE, & SD-WAN.



GigaOm® Radar™ for SASE

Partner with Versa to deliver secure, profitable managed services that scale.

Contact us: www.versa-networks.com | sp@versa-networks.com

About Versa

Versa, the global leader in unified security and networking, enables organizations to radically simplify and automate their infrastructure. Powered by AI, the **VersaONE Universal SASE Platform** delivers converged SSE, SD-WAN, and SD-LAN solutions that protect data and defend against cyberthreats while providing a superior digital experience. Thousands of customers globally, with hundreds of thousands of sites and millions of users, trust Versa with their mission-critical networks and security. Versa is privately held and funded by investors such as Sequoia Capital, Mayfield, and BlackRock. For more information, visit <https://www.versa-networks.com> and follow Versa on [LinkedIn](#) and X (Twitter) [@versanetworks](#).



Versa Networks, Inc, 2550 Great America Way, Suite 350, Santa Clara, CA 95054
Tel: +1 408.385.7660 | Email: info@versa-networks.com | Website: www.versa-networks.com

© 2025 Versa Networks, Inc. All rights reserved. Portions of Versa products are protected under Versa patents, as well as patents pending. Versa Networks and VOS are trademarks or registered trademarks of Versa Networks, Inc. All other trademarks used or mentioned herein belong to their respective owners. Part#SB_MNGEDSVCS-01 25-1022