



“You couldn’t have married three better companies together, not just for the synergies, but also the product set and network reach. With the addition of Speakeasy’s voice expertise and Covad’s network to all the great managed and MPLS services, the new MegaPath is a home run. We plan to be a top five partner this year.”

— Matthew Harty, President and CEO, Converged Network Services Group

Partnering with MegaPath

CNSG became a MegaPath partner three years ago, but has significantly ramped up their program since the merger. They recently selected MegaPath as one of only five strategic partners included in their partner quote tool. “The new MegaPath removes all the previous limitations in terms of network reach and product set, and they’ve always had a very friendly channel-integrated program,” Matt explains. “Our Channel Manager is extremely proactive in educating our agents about product offerings, and her responsiveness when we need quotes is fantastic.”

Value to Agents

With the comprehensive voice, data and security product set and nationwide footprint, CNSG partners never have to walk away from deals with MegaPath. “MegaPath is a really valuable alternative to some of the other CLECS and more flexible than a regional provider,” says Matt.

CNSG welcomes MegaPath’s new Ethernet products. “They really bring the price point down, so our customers can get a significant amount of bandwidth for a very reasonable amount.” The expanded voice services also deliver excellent cost control and features, along with reliable Quality of Service management.

In addition, MegaPath’s expertise in secure networking for the retail space has led to some big wins for CNSG with multi-location retail customers.

Value to Customers

A recent \$50,000 MPLS over DSL deal with a 200-location company highlights the unique value CNSG enjoys with MegaPath.

MegaPath’s proposal was up against offers from the major telcos. “Verizon and AT&T will sell you a car if you’re willing to pay enough money,” Matt explains. “They can do anything in this world, but MegaPath went head to head with them. It was pretty impressive to watch MegaPath win against their massive proposals and thirty person teams.”

In the end, MegaPath had everything the client needed for a better price. “MegaPath offered the right technology, the right products and services, great coverage for the customer, and competitive pricing.”



Converged Network Services Group (CNSG) is a large Master Agent dedicated to helping enterprise businesses manage their communications infrastructure. CNSG partner agents serve thousands of customer locations with a total contracted value of over \$100 million. Representative customers include C-SPAN, Hilton Hotels and Resorts, and the United Nations. CNSG works with over 50 providers to deliver best-in-class solutions to their customers nationwide.

MegaPath Advantages

End-to-End Nationwide Infrastructure

Our privately managed MPLS network provides exceptional performance, total redundancy, and the flexibility to deliver true voice Quality of Service.

Complete Service Portfolio

We offer a full range of business broadband, voice, MPLS, VPN, and security services.

Unbeatable Experience

We’ve been serving businesses with innovative communications services for 16 years.

Superior Customer Support

Our friendly technical experts respond quickly and efficiently 24/7/365.