



TOP 55

Channel Visionaries – 2017 TOP 55 Cloud Channel Executives

Meggin Sawyer, Vice President of Business Solutions and Cloud Services at ADTRAN

Bio: As Vice President of Business Solutions and Cloud Services for ADTRAN, Meggin Sawyer leads a team of sales and engineering experts dedicated to creating value through cloud and network solutions for partners and end users around the world. Prior to her current role, she was Vice President of Carrier Sales at ADTRAN, where she led a team of sales and engineering experts responsible for supporting the build-out and sale of business network services with the largest US based Service Providers.

Sawyer joined ADTRAN in 1999 as a territory manager, and since that time, she has served in a number of positions of increasing responsibility within the company, ranging from business development manager to national account manager. Prior to joining ADTRAN, Sawyer served in computer telephony and integration sales with Ingram Micro and regional sales with Sprint.

Sawyer holds a bachelor's degree in Liberal Arts from the University of Kansas. She resides with her family in Huntsville, Alabama.

Achievements in 2016: In 2016, ADTRAN launched the first of its kind network managed services partner program, ProCloud Subscription Services. Managed Service Provider (MSP) Partners work with ADTRAN through a total OPEX model to quickly and easily turn up new cloud-managed network infrastructure and managed services for customers while augmenting their own monthly recurring revenue. In turn, our MSP partners' end users can easily take advantage of the latest wired and wireless networking technologies and managed services at an affordable monthly price. Along with offloading their network management to the trusted MSP, end users can rapidly access cloud applications, support more mobile devices, and capitalize on high-bandwidth for using video and voice services without the high capital costs of purchasing and managing network equipment themselves.

ADTRAN developed ProCloud Subscription Services utilizing feedback from key partners concerned about delivering a best in class experience for their customers as they migrate to higher bandwidth application requirements, but at a cost they could afford. So often infrastructure is ignored in favor of delivering new applications, most of which are cloud-based, and the unintended consequence is a poor experience using that application. ProCloud Subscription Services bypass that scenario by providing industry-leading, feature-rich infrastructure solutions, while delivering service at a monthly cost for clients. ProCloud Subscription Services was the winner of three industry awards in 2016.

Plans for 2017: Meggin and her Business Solutions and Cloud Services team are dedicated to creating even more value in delivering a comprehensive ecosystem of cloud and network solutions in 2017, spanning not only hardware, but also software security, analytics and voice solutions that add value to the network. With an eye on evolving demands in the market, the team will be developing and adding new managed services offerings to the ADTRAN portfolio and maintain a strong focus on providing business solutions to enable continued growth for MSP partners.



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