

VERIZON  
UP TO SPEED LIVE  
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>> Raquel: Hey, V team, we are live from music city.

That's right, we are here in Nashville, and as you can see, we are in one of our retail stores, but we're actually in one of my friend's retail stores.

He is the senior manager here.

Dan Mejer.

Now I'm going to ask Dan to join me.

Hello, Dan.

>> Hello.

>> Raquel: I'm doing well.

Thank you for letting us crash your store.

>> 100%.

We're excited to have you here.

Nice to have a change of pace.

>> Raquel: Yeah, absolutely.

Now I know you had something up earlier today in the store, the VCG action tour.

Tell us about that.

>> Yes, full of energy, tons of excitement.

We're fired up.

All gas, no brakes, and unfortunately for you you may not make it home tonight because we burned up a lot of time in Nashville.

>> Raquel: Actually, I wouldn't have minded if I didn't have any gas to get back home.

It's all so nice here.

Well, Dan, we also have other exciting news that's happening here in the stores tomorrow.

I heard that tomorrow is Samsung galaxy day, so all of the Samsung S24 lineups will be here.

Is that AI capabilities in some of them?

That's super cool and helpful to make life easier.

That's exciting, right?

>> Yeah, we're super excited.

Another device to share with the customers on the best network we have, and tomorrow is going to be a big day for us.

Excited to have all the customers come in and check out the new Samsung device.

>> Raquel: All right, well, Dan, appreciate you letting us take over the store, again.

>> Yes, ma'am.

>> Raquel: Nice to see you, and I will see about staying here with you.

>> You might want to find the gas.

>> Raquel: The gas, right.

Thanks, Dan and V team.

If you want to learn more about the Samsung S24 lineup, you can check out the latest George talks tech.

>>> Let's talk about some football.

I know we have a lot of football fans and a lot of Tennessee Titans fans. Rejoice because today we have an exciting announcement that we have a partnership with the Tennessee Titans that is spanning across multiple business units here at Verizon, and some of you may know, but the new Tennessee Titans Nissan Stadium is going to be out in 2027, and guess what? Verizon has been named to be exclusive telecommunications partner, and over the course of the eight-year agreement, Verizon is the first cornerstone partner.

Now this is great brand exposure for the Atlantic south, and speaking of the Atlantic south, earlier today we caught up with Leigh Anne Lanier who talked more about what this means for our customers.

Let's check it out.

>> Yeah, we're super excited for Verizon to be the cornerstone partner with the Tennessee Titans.

We know how important it is for us serving the community, selling them products they have purpose to keep them connected.

That's exactly what the Tennessee Titans are about.

We're going to be amplifying that very experience in their new home.

>> Raquel: All right, thank you so much, Leigh Anne.

Like I said, this partnership spans across many different business units, network of course being one of them, so I asked Ken Flowers to join me. He is senior director of network engineering.

Ken, thank you for joining.

>> Thanks for having me.

That was a big announcement for us today.

We're excited about the opportunities.

>> Raquel: Yes, absolutely.

Now before we jump into the Titans, let's talk about the test force.

As you know, yesterday we were able to catch up with the test force, they told us about how they are improving the network for Nashville.

Want to take a look?

>> Yes, let's see.

>> This is an exciting thing.

We built Verizon's network.

>> There's a sense of pride coming into work every day knowing that we do the best we can for our customers, whether that's performance, outages or deploying new products for customers.

>> We have tons of customers that depend on us day by day, so this is a great opportunity to be in the field making sure the network is in tip-top shape.

>> We're getting ready to start turning out some T bands also.

Look forward to doing that.

The concert is coming in a few months.

We usually deploy about three mobile access in conjunction with the network.

This last year we did 69.5 terabytes of data within a few days.

That's the most we have had.

>> It's one of the big things we do here.

It's related to teams from Carolina, Nashville, bringing us all together so we can get things done.

>>> Out in the field, making sure that it's working at performance and that our customer is getting the best service possible.

>> Make sure we get up each day and have that mindset that, hey, I got to do whatever it takes to keep mobile to our customers.

>> Raquel: That's awesome.

I loved seeing the passion from all of them.

You can tell it's really genuine.

>> Those guys are relentless out there every day working to make sure our customers have the best possible experience.

>> Raquel: Yes, absolutely.

Now speaking of the network and back to the Tennessee Titans, one of the really great things about this is we're building the network from the ground up with the new stadium.

We're not implementing after the fact.

Tell us about what differentiates that.

This is awesome.

What does that mean?

What is that going to look like?

>> So you know, Verizon has done a good job.

We put our 5G Ultra Wideband in all 30 NFL stadiums across the country, but this opportunity at the new stadium allows our engineers to work with the organization to layer in all of our spectrum capacity, all of the new technologies and really leverage that, and make sure that our customers have the best possible experience there.

>> Raquel: That's awesome.

So can you talk a little bit about the customer experience, how will that enable a better one?

>> So here in Nashville, in middle Tennessee, we have the best network,

outstanding network.

We have won route metrics over the past decade over our competitors. Working with the Titans from the ground up, we will be able to make sure that fans in that stadium with a 5G-compatible device will be able to utilize all of those great services on the network, the connections, it will all be outstanding.

>> Raquel: Awesome.

That's so great to hear.

Thanks, Ken.

>> Thank you.

>> Raquel: All right, now let's hear a little bit more about the business side of things.

So I'm going to welcome Brian Gorney who is senior director of enterprise sales.

Brian.

>> Hi, Raquel.

How are you?

>> Raquel: I'm doing well.

Thank you.

Thanks for joining.

>> Absolutely.

Happy to be here.

>> Raquel: Thank you.

So let's talk about the Titans have invested a lot into VBG services. What is that going to look like?

>> Yeah, so very exciting day here in Nashville with the Titans and our teams.

We are currently working with the Titans around creating outcomes in a couple of areas, one being fan experience and the second being sustainability.

So the Titans have already deployed our accelerated access product, which is effectively facial authentication for ticketing, and in the future we are looking at other capabilities like cashierless checkout, which is

autonomous retail powered by AI.

Beyond from, from a sustainability perspective, the Titans have made a significant commitment to sustainability in the new stadium in 2027, so we're looking at a lot of things from an IoT and a sensor-based standpoint around air temperature, quality control, waste treatment, water, power, those types of things.

So very exciting stuff happening here in Nashville.

>> Raquel: Yeah, that's interesting about the sustainability piece.

I would be interested to learn more about that.

Great.

>> Great.

>> Raquel: Thank you so much, Brian.

>> Thank you.

>> Raquel: Appreciate it.

All right, v team, like I said, I mean, this deal spans across all business units, and it's great to see everyone coming together to make this happen. Now I want to thank you so much for joining me today, and I want to remind you that on Thursday we had a Black History Month episode.

Before we go, I figured I'd have everyone come back and join me so that we can do our classic sign-off, of course.

So let's see if we can -- you guys ready?

>> Ready.

>> All right.

So you know the deal, right?

I'm going to say . . .

Okay.

Until next time.

>> You're up to speed!