
Verizon Partner Solutions

Newsletter

2024

A Message from Jeff Hulse, President, Verizon Partner Solutions



Valued Verizon Partners,

Welcome to the latest edition of the Verizon Partner Solutions / Global Wholesale Customer Newsletter.

We are off to a very busy and fast start here at Verizon in 2024, meeting with and engaging our customers across numerous forums. We've asked our team to "consult with every account" in the beginning stage of the quarter, and our relentless focus on serving customers' needs will remain the top priority throughout the year.

Our teams were in attendance across the globe at the PTC (Pacific Telecommunications Council) event in January as well as Capacity Middle East, MetroConnect, and Mobile World Congress in February. In the coming few months, our teams will also be in attendance at Capacity LATAM 2024 - as well as our own Verizon Partner Summit being held in Orlando from April 15-17.

We have a growing and evolving focus on wireless solutions this year, with next-generation services such as 5G Fixed Wireless Access, IoT and Private Networks - in addition to our traditional fiber services like Ethernet, Internet, Wave, Broadband and more. We look forward to continuing to partner with you for all of your network and business needs - so please don't hesitate to reach out to your Verizon Partner Solutions account team to discuss and lock down opportunities with us as your partner of choice.

Hope to see you at our annual Partner Summit in Orlando.

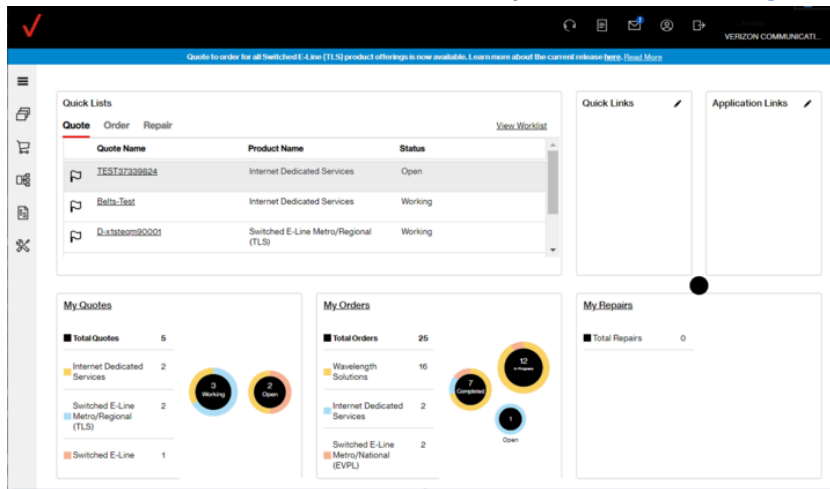
Wishing you great success in 1Q!

Jeffrey A. (Jeff) Hulse

Business Highlights

We continue to expand services and tools to enhance your Verizon Partner Solutions Exchange experience with VPS. Below are some of the latest VPS Exchange focus areas with the January 29, 2024 release:

Verizon Partner Solutions Exchange rolled out a major release on January 29th. This release involved a technology change to the platform along with incorporating enhancements to streamline the portal user experience. Now, one standard quoting framework supports single location or several location pricing requests. We have redesigned the dashboard and menu structure to simplify navigation and provide users with ways to initiate transactions and actions from where they are in the journey. Find out more about this release and available job aids at [Learning Library](#)



Industry Updates

- The Cloud Computing pendulum appears to be moving from Cloud-First to Hybrid Cloud. A recent study commissioned by Citrix ([Citrix study](#)) reveals that 42% of organizations surveyed in the United States are considering or already have moved at least half of their cloud-based workloads to on-premises infrastructures. This activity suggests that IT leaders are choosing hybrid cloud strategies due to flexibility, cost-effectiveness and security, and that hybrid strategies that include private networking services will continue to grow.

Events Roundup

- **Capacity Middle East** took place in Dubai, UAE on February 6-8 with over 2,600 attendees. VPS met with over 30 customers. Key takeaway from this event was creating business relationships and cultivating future partnerships. The VPS team values the voice of our customers to drive opportunities forward.
- **Pacific Telecommunications Council (PTC)** took place in Honolulu, Hawaii on January 21-24 with over 60 plus customer meetings. Key takeaway from this event was working with partners to satisfy high bandwidth US, International network demand, and voice opportunities globally. PTC provides a great opportunity at the start of the year to meet with multiple customers, build opportunities and collaborate on strategic goal alignment.

Brand Awareness

- Jenn Parkhil, Senior Director, Strategy Execution & Program Management, has been named to Capacity Media's 20 Women to Watch in 2024! This is Jenn's 2nd year on this prestigious list. Congrats to Jenn and all the women honored! [Click here](#) to read more.
- Patrick Sullivan, AVP of International Sales, spoke with Capacity Media on IoT, FWA, security, and more. [Click here](#) to read Patrick's full article.
- [Read here](#) for Verizon's full press announcement regarding Jeff Hulse's appointment as Senior Vice President and Group President of VPS.

Social Media - Join [VPS on LinkedIn!](#)



Verizon Partner Solutions

Building tomorrow with the best of today

Telecommunications · Basking Ridge, New Jersey

Looking Ahead

- **Verizon Partner Solutions Partner Summit** | April 15 - 17, 2024 | Orlando, FL
 - [Register for the Partner Summit Here!](#)
- **ITW** | May 15 - 17, 2024 | National Harbor, MD

VPS Summit 2024 Partner Awards

Thank you for your ongoing partnership. We are excited to bring back a component of the VPS Partner Summit program to identify and recognize excellence in delivering solutions with our partners. Click on the 'Awards Submission' link below to complete the 2024 VPS Summit Awards nomination submission form.

Please complete this brief survey and nominate your organization for these awards by 5pm ET on Tuesday, March 26. Select the categories for which you wish to be considered and then respond to the corresponding question(s) associated with that category.

- [Awards Submission](#)

We'd like to hear from you! Please use the linked [Customer Feedback form](#).

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