Enabling Winning Strategies
VPS Product Roadmap

Quintin Lew
Transformational Opportunities

Business Trends

Ethernet
“Your Growth Engine”

Cloud
“Moving to the Cloud Now”

IP
“Platform for Success”

Mobility
“A Sweet Spot”
Business Trends

Network Reliability is Key to Business Success

Internet of Things Adoption Gains Momentum

Predictive Analytics will Make Sense of Big Data

IT will Drive the Cloud

The Game is Changing in the Fight Against Cybercrime
Technology Trends

The Cloud

- Non-traditional IT Models
- Leasing Infrastructure/Software
- Secure Rapid Deployment

Mobility

- High-speed, Low Latency
- Supports Remote Access
- Increases Productivity

Bring Your Own Device & Apps

- Smart Devices increase Productivity
- Apps for Everything
- Device Management Challenges
Verizon’s Transformational Opportunities

- One Verizon
- Focus on Convergence
- New Products & Services
- Video & Internet of Things

- World class Network
- Operational Excellence
- Enable Distribution
- Verizon Credo

- Innovate toward Margin
- Monetize Asset Base
- Capital Decisions
- Return on Investment
Transformational Opportunities

• Network Reliability
• Internet of Things
• Predictive Analytics
• IT and the Cloud
• Cybercrime

• The Cloud
• Mobility
• Devices and Apps

• Innovation
• Leverage Assets
• Financial Decisions
Product Overview
Playing to Win
Ethernet as your Growth Engine
# Ethernet Services Overview

## Your Growth Engine

<table>
<thead>
<tr>
<th>Metro</th>
<th>Global</th>
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<tbody>
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**Ethernet Services Overview**

**Your Growth Engine**

1. **Connect Networks with NNIs**
2. **Resale of Access Services**
3. **Securely Enable New Applications**

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**Ethernet Growth Options**

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Key Segments & Ethernet Applications
Your Growth Engine

Healthcare
- Medical Imaging
  - Remote Diagnostics
  - Distributed Imaging
  - Medical File Transfers

Government/Education
- Video
  - Streaming Content
  - Online Testing
  - Remote Monitoring

Financial Services
- Back Office
  - Secure Transactions
  - Business Continuity
  - Contacts Centers

Retail Businesses
- Convergence
  - Internet Access
  - Voice, Data & Video
  - Backup & Recovery
Ethernet
Your Growth Engine

What’s New?

– New Pricing
– New Market Expansion
– Portfolio Expansion
– ELAN/ ELINE
Transforming Your Computing Environment
“Moving to the Cloud Now”
Cloud
Moving to the Cloud Now

It is time to move
BEYOND THE NETWORK.
Increasing your capabilities while controlling costs with cloud, colocation and security - and the professional experts to make it happen - just makes sense. That's powerful.

Partner to Capture Cloud Opportunities

Infrastructure & Cloud Services
- Colocation
- Enterprise Cloud
- Managed Hosting
- Application Services

Professional Services
- IT Professional Services
- Security Professional Services
- Data Protection

Security Services
- Managed Security Services
- Governance, Risk and Compliance
- Identity & Access Management
Cloud Workload Examples
Moving to the Cloud Now

E-Commerce
- Transactions

Multi-Tier Applications
- Security

Rich Media
- Streaming
- Pay as you Go
- Storage

Oracle on Verizon Cloud
- Virtualization

Extended Data Center
- Storage

Dev and Test Applications
- Prototype Development
Cloud
Moving to the Cloud Now

What’s New?

– Verizon Cloud Console
– Verizon Cloud Marketplace
– Data Center Offers
– Oracle on Verizon Cloud
– AppDynamics and Application Intelligence
IP Network

Creating an IP Platform to Drive Your Success
The Power of the Verizon Network
Creating an IP Platform to Drive Your Success

4G LTE
Millions of wireless devices connected to Verizon’s Private Network

Mobile Private Network

Private IP
Thousands of terabytes of data carried daily in over 150 countries

Secure Cloud Interconnect

Cloud Service Providers
Most tier 1 cloud service providers will be connected with Secure Cloud Interconnect

Access to Tier 1 Cloud Providers
Leverage Cloud for broader range of use cases

On-Demand Networking Solutions
Rapidly connect and scale use of Cloud-based services

Usage-Based
No long-term infrastructure commitments

End-to-End Control & Visibility
Sensitive data never touches the Internet
Private IP
Creating an IP Platform to Drive Your Success

Enablers:
- Access Options w/ Diversity
- Expansive Reach
- Multiple Classes of Service
- Security
- Managed Services

1. Link multiple sites, applications & devices
2. Rapid, simple and secure connections

Thousands of terabytes of data carried daily in over 150 countries

Branch
Headquarters
Internet
Home user
Mobile user
Private IP
Creating an IP Platform to Drive Your Success

Healthcare
- Remote Diagnostics
  - Secure Access Options
  - QoS Priority

Government/Education
- Remote Learning
  - Wireless Access
  - Ethernet Access Options

Financial Services
- Managed Networks
  - Industry Leading SLA
  - Diverse/Dual Access

Retail Businesses
- Platform for IP, Cloud, VoIP & Security
  - Secure Connects
  - Multiple Classes of Service

Converged IP Platform for all Applications
Private IP
Creating an IP Platform to Drive Your Success

What’s New?

– Private IP Connections
– Private IP One-Rate
– Secure Cloud Interconnect
– Cisco Managed Solutions
Mobility
A Sweet Spot
Mobility
A Sweet Spot

1. MVNO Model
   - Handsets, Bring Your Own Devices (BYOD)
   - Voice, Data and Text Plans

2. M2M/Data MVNO Opportunities
   - Wireless Access, M2M applications, Telematics
   - Pooled Data Plans

3. Embedded Devices
   - Notebooks, Tablets & Digital Signage
   - Bulk Data Pricing, TB Plans
Mobility
A Sweet Spot

We can support a full range of Machine-to-Machine Applications...

- Smart Energy
- Digital Signage
- Supply, Distribution Management
- Smart Buildings
- Vending & Kiosks
- Cargo Monitoring & Tracking
Mobility
A Sweet Spot

What’s New?

– Launch of 4G
– New Terabyte Pricing
– Access and Portals
– Ease of Doing Business
Summary
Transformational Opportunities

Ethernet
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Cloud
“Moving to the Cloud Now”

IP
“Platform for Success”

Mobility
“A Sweet Spot”
WINNING
OUR CUSTOMERS, EVERYDAY.