

Verizon Partner Solutions Q1 Programs



Titan Expansion: 1Q 2018

Better experience.

Program Overview

The Titan Expansion is a Transparent LAN Service (TLS) Titan Program that provides discounted End User UNI and EVC pricing at over 270K+ locations.

Better offering.

Availability:

- All customers who have executed TLS Titan Agreements

Rules/Restrictions:

- TLS Standard Agreement and TLS Titan Agreement
- No expiration date at this time

Pricing

For further details, please contact your VPS Account Manager or email us at wholesale@verizon.com.



www.verizon.com/wholesale

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Verizon Fiber Investment Special Construction Promo Extended!

Better solutions.

Developed to enable your success. Let VPS invest in YOU!

What is it?

Verizon will waive Special Construction charges of up to \$20k on Transparent LAN Service and Verizon Optical Network Ethernet.

Why is it important?

- Makes your sales to your end users even more cost effective
- Expedites the Verizon ordering / provisioning experience
- Accelerates the deployment of fiber and thereby enables your Nextgen products and services

What it delivers.

It relieves pressure on Special Construction costs, has high bandwidth services in shorter intervals, and delivers on the promise of the digital world.

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OWS Rate Refresh

Better experience.

Program Overview

- The OWS Rate Refresh is for wholesale customers needing point-to-point high bandwidth service – 2.5Gbps to 10Gbps.
- Lower rates - from 6% on OWS-OWS to 73% on OE-OE

Better offering.

Availability:

- Verizon foot-print

Rules/Restrictions:

- Contract required to place order
- No time expiration

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Verizon Partner Solutions Internet Dedicated Ethernet (IDE)

Better offering.

Waiving OnNet (Type I) Ethernet Access MRC

Verizon Partner Solutions is waiving the monthly recurring charges for OnNet (Type 1) Ethernet Access Local Service associated with Internet Dedicated Ethernet Service subject to the following conditions or restrictions.

- The waiver only applies to the monthly recurring charges (MRCs) for Type 1 access (i.e., legacy VZB 'lit' buildings)
- The waiver only applies to Ethernet Access Local Service ordered with "new" Dedicated Internet Service
- The waiver applies to 12, 24 and 36-month Service Commitment Periods
- The waiver applies for all available speeds up to 10 Gbps Service

Better experience.

Internet Dedicated Ethernet

Verizon's Internet Dedicated Ethernet Service (IDE) is a dedicated internet connection delivering Internet Ethernet Access to your Customer. Verizon's IDE offers a variety of speeds ranging from 1Mbps-1Gbps, 10Gbps and 100Gbps solutions.

Why choose Verizon?

- VZ serves 98% of Fortune 1000 customers .
- Verizon deployed the first standards-based multivendor 100 Gigabit Ethernet link for an IP backbone on a portion of Verizon's European long-haul network and extensively in the Domestic US network increasing capacity and performance for our customers.

Pricing:

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Why choose Verizon?

- Serves 98% of Fortune 1000 companies with our technology solutions.
- Verizon deployed the first standards-based multivendor 100 Gigabit Ethernet link for an IP backbone on a portion of Verizon's European long-haul network and extensively in the Domestic US network increasing capacity and performance for our customers.
- With offices in 75 countries across six continents, a network that spans more than 2,700 cities and 150 countries, VPS is well equipped to meet the needs of both new market entrants and established players in the communications market.

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New Fiber Lit Ethernet Access and EVC Rates

Effective March 1, 2018

Better offering.

Verizon Partner Solutions (VPS) provides a comprehensive portfolio of global Ethernet services:

- Diverse Ethernet access services and core Ethernet networking options.
- A single provider who can address your global needs, matching the right services to your customers' requirements.

Dates, eligibility, requirements & conditions

- **Effective March 1, 2018**
- New VPS customers, as well as existing VPS customers, are eligible for the new Access rates.

Better experience.

Expanded locations on a world class Ethernet network:

- New LOWER Access rates for VzB Type 1 Ethernet Access services purchased in connection with EVPL, E-LINE, E-LAN, Private IP and Internet Dedicated Ethernet services (new installs only).
- Available at over 6,000 U.S. locations

Pricing

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10G in 10 Days



Better experience. Better offerings. Better relationships. Better matters.

Better offering

10G in 10 Days Promo offers a 10 Business Day Install Guarantee for 1G or 10G services at new rates for XO VPS wholesale customers. This is offered only at certain XO network locations and associated routes.

Details

- Promotional Period: December 12, 2017 – June 30, 2018
- Eligible Sales Channel: XO VPS wholesale only
- This promotion is available for new or existing XO VPS wholesale customers adding new services who commit in its Service Order or ASR to a 12, 24 or 36 month service term for which early termination charges will apply. No waivers allowed on this program. ETL will be charged at 100%.
- If 10 Business Day Install Guarantee is missed, customer is entitled to 1 month of service credit for each year of applicable term commitment.
- The service(s) ordered under this promotion may not be an existing Service, one that either is in use by the customer or the subject of a Service Order accepted by XO as of December 11, 2017.

Pricing

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ThingSpace, IoT Data Roaming

Better experience.

Program Overview

IoT Data Roaming and Device Management – Carrier Alliance

Single Platform:

Partners can leverage existing IoT management platforms to manage activation on Verizon's ThingSpace platform and China Telecom's platform provider via API integration.

Speed to Market:

API integration enables partners to utilize existing technologies and networks - reducing time and cost.

Joint Development:

Members will commit time and resources focused on the development of eSim and eUICC technologies.

Innovate:

The alliance will aim to promote an Open IoT ecosystem for developers, consumers and service providers.

Better offering.

Availability:

- International MNO's
- Services will be sold in U.S.

Rules/Restrictions:

- Currently limited to select international MNO's;
- Requesting approval for U.S. Domestic Non-MNO's
- ICB Contract Requirements
- Currently limited to select international MNO's; Requesting approval for U.S. Domestic Non-MNO's
- No expiration date at this time

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