

VERIZON
UP TO SPEED
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ANDY: WELCOME TO A VERY SPECIAL FRIDAY EDITION OF UP TO SPEED. WE'VE GOT A FANTASTIC LIVE GUEST JOINING US IN JUST A FEW MINUTES BUT FIRST... LET'S TAKE A MOMENT TO LOOK BACK ON ANOTHER BUSY, EXCITING WEEK AT VERIZON. HERE'S A RUNDOWN REVIEW OF ALL THE BIG NEWS WE SHARED RIGHT HERE ON UP TO SPEED. GOING BACK TO MONDAY, WE NOT ONLY ANNOUNCED THE EXPANSION OF OUR RELATIONSHIP WITH AWS TO INCLUDE PRIVATE MOBILE EDGE COMPUTING FOR ENTERPRISE - CORNING IS THE FIRST COMPANY TO USE THIS WE WENT LIVE TO THREE DIFFERENT VERIZON STORE LOCATIONS TO TALK ABOUT BEING THERE FOR OUR RETAIL CUSTOMERS. SUNS OUT, DOORS OPEN, INDEED. I SPENT SOME TIME IN THE WINDY CITY WITH RETAIL OPERATIONS LEADER MATT CARR IN CHICAGO, AND WE ALSO CHECKED IN WITH OUR RETAIL FRIENDS IN CALIFORNIA AND FLORIDA AS WELL. TUESDAY, OUR FRIEND SRAVYA'S PHONE WAS BUZZIN, AND WHILE SHE FIRST THOUGHT IT MAY HAVE BEEN THOSE PESKY ROBOCALLS, IT WAS ACTUALLY RONAN ON THE OTHER LINE LETTING HER AND ALL OF US KNOW ABOUT THE POWER OF CALL FILTER AND ALL THE WAYS WE CONTINUE TO STOP THOSE PEOPLE ASKING ABOUT THE WARRANTY ON OUR CARS. BIG NEWS ON THURSDAY WITH THE ANNOUNCEMENT OF 5G HOME COMING TO MILWAUKEE AND TAMPA. AND A VERY IMPORTANT PARTNERSHIP BETWEEN VERIZON AND HONDA AIMS TO KEEP SAFETY ON THE ROAD TOP OF MIND, WITH WAYS OUR 5G NETWORK CAN ASSIST CONNECTED AND AUTONOMOUS VEHICLES. AND THERE'S YOUR WEEKLY RUNDOWN FOR THE WEEK OF APRIL 5TH. BACK TO OUR LIVE SHOW TODAY -- MOST OF YOU KNOW UP TO SPEED

IS OUR DAILY NEWS PROGRAM
COVERING ALL THINGS VERIZON. AND LIKE A GOOD *NEWS* SHOW,
WE'RE ALWAYS LOOKING FOR TALENTED
CO-HOSTS AND GUESTS TO HELP US SHARE OUR VERIZON STORIES.
NOW, WE'VE BEEN DOING SOME SCOUTING
AROUND FOR NEW HOSTS AND GUESTS TO FEATURE, AND WE THINK
WE FOUND SOMEONE TO HELP US HOST
TODAY'S SHOW. A MAN YOU MAY SIMPLY KNOW AS SAMPATH.
NOW IF YOU'RE WONDERING, "WHO IS SAMPATH?" AS YOU CAN SEE IN
THE SLIDE HERE, SAMPATH IS A
FAMILY MAN, A HUSBAND, FATHER OF TWO, A FAN OF CRICKET,
DEDICATED TO HEALTH AND WELLNESS. HE'S A
BOSTON UNIVERSITY GRAD (GO TERRIERS!) A MAN WITH A GLOBAL
PERSPECTIVE, AND AS YOU CAN SEE HERE SAMPATH HAS HELPED
LEAD MANY DIFFERENT TEAMS HERE AT VERIZON, AND NOW HE
SERVES AS OUR CHIEF REVENUE OFFICER FOR VERIZON BUSINESS.
LET'S ADD ONE MORE TITLE TO THE RESUME -- "HONORARY GUEST
HOST" OF TODAY'S UP TO SPEED. PLEASE HELP ME WELCOME
SAMPATH TO UP TO SPEED LIVE. IT IS GOOD TO BE WITH YOU, SIR!
SAMPATH:
HOLA. HOW IS IT GOING, ANDY?

ANDY: ARE YOU READY FOR THIS?

>> SAMPATH: I'M EXCITED. I'VE BEEN PRACTICING ALL WEEK.

>> SINCE THIS IS THE FIRST TIME OF HOSTING, WE'LL CONSIDER THIS
AN AUDITION. WE'LL RUN THROUGH THE CLASSIC NEWS PROGRAM.
UPDATES ON THE TOP NEWS STORIES, CURRENT EVENTS, SPORTS,
WEATHER, POP CULTURE, ARE YOU ARE READY FOR THE CHALLENGE,
SIR?

SAMPATH: NOT SO GOOD ABOUT THE WEATHER. EVERYTHING ELSE
I'M GOOD. ANDY

>> ANDY: WE'LL WORK ON THE SEVEN-DAY FORECAST. WE BRIEFLY
MENTIONED THIS STORY DURING THE NEWS RUNDOWN. LET'S TALK
ABOUT PRIVATE MOBILE EDGE COMPUTING FOR MOBILE ENTERPRISE.
TELL US MORE ABOUT THAT.

>> A COUPLE

>> A WHILE AGO WE ANNOUNCED THE EDGE TO LINK IT UP TO VERIZON
AND MAKE THE MAGIC HAPPEN. WE'RE READY FOR YOU. THERE'S A
COUPLE OF THINGS. THEY MAKE FIBER AND ALSO THE OTHER
DEVICES. IN THE FACTORY WE HAVE -- WE'LL HAVE A LIVE 5G PRIVATE
UP AND RUNNING TO TRY MULTIPLE CASES. ONE CAN BE SAFETY AND
QUALITY CONTROL. WE ARE SUPER EXCITED. I KNOW THEY ARE AS
WELL.

>> FANTASTIC. IT IS SO GREAT TO SEE BUSINESSES START TO TURN
TO US WHEN THEY WANT TO FIND THAT NEXT NEW CHAPTER. IT IS
WONDERFUL. CONGRATULATIONS TO YOU AND THE ENTIRE BBG TEAM

ON THAT PARTNERSHIP THERE. KEEPING UP WITH OUR NEWS SHOW
THEME, SAMPATH, WE'LL SKIP THE WEATHER REPORT. HOW ABOUT A
SPORTS REPORT? I'M TOLD YOU ARE A HUGE FAN OF CRICKET?

>> YEAH. CRICKET THE GAME. NOT THE INSECT. YES. MORE THAN
TWO BILLION PEOPLE WATCH AND PLAY CRICKET. BACK IN INDIA WE
HAVE THE IPL WHICH IS LIKE THE NFL BUT FOR CRICKET. IT JUST
STARTED OFF TODAY. I'M A LITTLE DISTRACTED LOOKING AT SCREENS
TO MY RIGHT. INDIA IS GOING THROUGH THE SECOND WITH -- I CAN'T
KEEP TRACK ANYMORE. IPL IS A GOOD WAY FOR PEOPLE TO GET
DISTRACTED AND TALK ABOUT SOMETHING OTHER THAN COVID.
THAT'S A LITTLE BIT ABOUT CRICKET. PEOPLE ARE VERY PASSIONATE
ABOUT IT. AS FAR AS ANY SPORT IT IS ONLY 200 YEARS OLD. INDIA IS
PROBABLY THE BEST TEAM. ENGLAND IS PROBABLY THE SECOND
BEST TEAM. I'M NOT DOING ANY SPONSORSHIPS.

>> IT IS WONDERFUL THAT YOU MENTIONED WHAT'S HAPPENING IN
INDIA. I KNOW HALF AN HOUR AGO WE TWEETED ABOUT THE SAME
ISSUE ABOUT STAYING SAFE AND FINDING A WAY FOR FOLKS TO COME
TOGETHER WITHOUT PHYSICALLY COMING TOGETHER. FOR FOLKS
WHO AREN'T TOO FAMILIAR WITH IT, HOW WOULD YOU DESCRIBE THE
GAME AND WHY DO YOU LOVE IT SO MUCH, SAMPATH?

>> AS A CRUDE LEVEL IT IS LIKE BASEBALL AND YOU RUN BACK AND
FORTH AS OPPOSED TO AROUND THE DIFFERENT BASES. AND IT IS
ONE OF THOSE GAMES THAT JUST REQUIRES A LOT OF PHYSICAL
ABILITIES. BUT THIS IS A LOT OF MENTAL THINKING THAT GOES ON
FOR GAMES. YOU PUT THEM TOGETHER. THAT'S WHAT CRICKET IS.

>> WENDY SAYS ENGLAND IS ALWAYS THE BEST TIME. SHOUT OUT.
WE DON'T WANT TO GET THEM TOO UPSET ABOUT WHERE OUR
CRICKET LEAGUES LIE. SPEAKING OF STRATEGY AND FINDING
WAYS TO CREATE KIND OF THE WINNING SITUATION AND WINNING
TEAM HERE, MUCH LIKE THE RUNDOWN STYLE FORMAT AT THE TOP OF
THE SHOW I THINK SINCE SAMPATH IS HERE WITH US, LET'S ROCK THE
VERIZON BUSINESS THEMED RUNDOWN. THESE ARE QUICK HITS TO
LEARN ABOUT WHAT THEY ARE DOING ON THE BBG SIDE THROUGH
THE SHORT BURST OF INFORMATION. HERE'S A WAY RUN DOWN OF
THE RUN DOWN. I'LL GIVE YOU A TOPIC. YOU CAN ACTUALLY KIND OF
GIVE US THE TOPIC AND SHARE WITH US A SHORT BURST OF NEWS
SURROUNDING THAT TOPIC. ARE YOU READY FOR THE RUNDOWN
STYLE FORMAT?

>> YEAH. SO READY FOR THIS.

>> ALL RIGHT. SIR, TAKE IT AWAY. I BELIEVE WE'RE GOING TO TALK
ABOUT DREAMSCAPE.

>> YEAH. WE ARE. THEY PUT ON THE APPLICATION AND DREAMSCAPE
COMBINED WITH 5G IS A LOT OF MAGIC. THEY FOCUS ON THE
EDUCATION AND PLAY GAMES WITH IT OR WATCH NETFLIX BUT MORE
FOR INDUSTRIAL USE FOR MILITARY AND DEFENSE AND EDUCATION
AND WE HAVE A VERY BIG PARTNERSHIP WITH THEM AND THE BEST

APPLICATION. PRETTY COOL?

ANDY: I LOVE IT. YOU TAKE THE FLOOR.

SAMPATH: THEY ARE GOING TO HAVE THE SECOND EXPERIENCE. VERY EXCITED ABOUT THAT. WE JUST LAUNCH A VERY LARGE PRODUCT LAUNCH. WE DID \$3 MILLION USING BLUEJEANS. THREE MILLION PEOPLE DIDN'T GET OUT OF THE CAR, BUT WENT TO SEE THE DOCTOR. THAT'S A HUGE FOCUS AREA FOR US. NOW THE MOBILE SECURITY INDEX. VERY, VERY EFFECTIVELY CALLED MSI. IT IS THE BUSINESS MOBILE SECURITY INDEX. IT IS WHAT BUSINESSES DO ABOUT IT. WE THINK WE HAVE A GREAT SMALL FOCUS. YOU CANNOT LET YOUR GUARD DOWN FOR SECURITY. I'M GOING TO JUMP TO MY FAVORITE TOPIC, 5G. WE HAVE TWO THINGS TO TALK ABOUT. LET ME TALK ABOUT PRIVATE 5G NETWORKS. WE HAVE ONE OF THE WORLD'S FIRST 5G PRIVATE NETWORKS IN THE FIELD. IT HAPPENS AROUND THE BUSIEST POST IN UK. WE HAVE ONE OF THE BEST ENGINEERS IN 5G. WE ARE GOING TO BRING IT TO BELL AND A LOT OF OTHER PORTS AROUND THE WORLD. THEY HAVE GONE UP SIGNIFICANTLY. WE'RE EXCITED ABOUT THAT. THEN THE PRIVATE CONNECT. IT'S BEEN A VERY BUSY ONE. THERE'S ONE MORE. WAIT. THERE'S MORE.

ANDY: THERE'S MORE!

SAMPATH: HONDA AND WE HAVE TIED UP WITH THEM ON 5G. THEY ARE GETTING PEOPLE INTO AUTONOMOUS CARS, THEY NEED THE NETWORK THAT IS RELIABLE. THAT'S WHERE 5G HAS COME IN. A GREAT PARTNERSHIP. I CAN TWO ON AND ON. ANDY, YOU TAKE IT BACK.

ANDY: WHAT IS THE HOME RUN EQUIVALENT? CRICKET? THAT WAS A GRAND SLAM. I THINK WE FOUND OUR NUMBER ONE NEW "UP TO SPEED" HOST HERE. I BETTER WATCH OUT. THANK YOU.

SHARED A SLIDE EARLIER LISTING ALL THE TEAMS YOU'VE LED AT VERIZON, BUT TELL US

MORE ABOUT YOUR CURRENT ROLE AS

YOU'VE SPENT THE LAST YEAR IN THE ITALIAN RENAISSANCE ART AND TELL US WHAT YOU ARE DIVING INTO THIS YEAR AND WHY IT IS SO MEANINGFUL TO YOU.

>> YES. I LIKE TO DO SOMETHING THAT HAS NOTHING TO DO FOR WORK. IT IS SOMETHING I DO FOR MYSELF FOR THE JOY OF LEARNING. IT CREATED SO MUCH GOOD INFORMATION AVAILABLE ON THE INTERNET THESE DAYS. LECTURES, PODCASTS, PAPERS. YOU CAN GO OUT THERE IF YOU WANT TO. NEVER BEFORE THERE'S SO MUCH IMPROVEMENT IN THE ACCOUNTING AND METHODOLOGY, CIVIL ENGINEERING AND HEALTH CARE AND ART AND MUSIC AND THE SORT PERIOD OF TIME. NOW THIS YEAR FOR ME I'VE DHOWS CHOSE -- CHOSEN GENOME STUDYING AND GENE EDITING. WHAT DOES IT MEAN? BECAUSE OF THE PROFIT AND MEDICINE, IT CAN GO AND EDIT

YOUR GENES. WHAT DOES THAT MEAN? GENE IS A LARGE STRIP. THEY CAN CUT PIECES OUT AND PUT PIECES IN. IT IS LIKE A PROGRAMMABLE GENE FOR US TODAY. THIS WAS CRITICAL FOR THE VACCINES TO COME OUT. THEY HAVE BEEN LITERALLY VACCINE READY IN A WEEK AND YEAR TO DEPLOY AND TEST IT. I'M GOING VERY, VERY DEEP. I'M READING A BOOK ABOUT THE CHEMISTRY FOR A COUPLE OF YEARS AGO. AND THE TIP OF THE ICE BERG HERE. I'M QUITE EXCITED ABOUT THE ISN'T.

>> FANTASTIC. THIS IS JUST SUCH A GREAT WAY TO JUST FIND NEW WAYS OF LEARNING AND ALWAYS KIND OF BE THAT FOREVER STUDENT. THAT'S SO AWESOME. YOU ARE GETTING ALL KINDS OF LOVE ABOUT THE WAY THAT YOU LEARN AND THE WAY YOU DEEP DIVE. BEFORE WE GO WE SHARED A SLIDE EARLIER LISTING ALL OF THE TEAMS THAT YOU'VE LEAD AT VERIZON. TELL US MORE ABOUT THE CURRENT ROLE, CHIEF REVENUE OFFICER FOR VERIZON BUSINESS. TELL US MORE ABOUT YOUR TEAM.

>> IT IS GROWTH, GROWTH WITH AND GROWTH. DID I SAY GROWTH? YEAH. IT IS PRETTY SERIOUS ABOUT THE WORK AND THE LEADERSHIP TEAM THAT SPOKE ABOUT THE INVESTMENT. THAT'S A CLEAR MISSION ON THE BUSINESS SIDE. I THINK THIS TEAM IS BY FAR THE BEST TEAM WE'VE EVER PUT TOGETHER. WE HAVE TWO ROLES, THE FRONT FACING, AND TO SERVE THE DUST -- CUSTOMER. IT IS A VERY CLEAN STRUCTURE AND RESPONSIBILITY. HOW ARE WE GOING TO MAKE IT A SHARED SUCCESS? WE HAVE A SINGLE METRIC OF SHARED SUCCESS WHICH IS REVENUE AND MARGIN AND WE HAVE THOSE THREE METRIC IN SERVICE OF EACH OTHER. THE BEST TEAM AND BEST ASSET. I'M SO EXCITED AND CHARGED UP ABOUT THIS, ANDY.

>> YOU CERTAINLY INSPIRE THAT EXCITEMENT. WE'RE COLLECTIVELY EXCITED WITH YOU AND EXCITED TO SEE WHAT HAPPENS ON THE VBG SIDE. AS YOU MENTION GROWTH IS THE NAME OF THE GAME. WE LOOK FORWARD TO CONTINUE GROWING WITH YOUR TEAM AND WITH OUR COLLEAGUES AS WELL. BEFORE WE GO WE -- YOU MAY HAVE SEEN OUR LEADERS TAKING TO SOCIAL MEDIA RECENTLY IN SUPPORT OF THE AD COUNCIL COVID-19 EDUCATIONAL CAMPAIGN. YOU SAW LEADERS LIKE HANS AND DIEGO POSTING PICTURES OF ALL THE FUN THINGS THEY CAN'T WAIT TO GET BACK TO LIKE LIVE CONCERTS, SPORTING EVENTS, AND EVEN BEING IN THE OFFICE WITH VTEAMERS. TO BRING ATTENTION TO AND SUPPORT COVID-19 VACCINE EDUCATION THEY ARE TAGGING OTHER LEADERS AND VTEAMERS TO JOIN IN

SUPPORT WITH THE GOAL TO ENCOURAGE EDUCATION AND AWARENESS WHILE REMEMBERING ALL THE WAYS WE WILL CELEBRATE WHEN RESTRICTIONS ARE LIFTED AND WE CAN SAFELY COME TOGETHER USING THE HASHTAG

#TAGYOUREIN

PLAY A PART TO CONTINUE TO SPEAK TO THE MESSAGE IN THE

HEARTS AND MINDS. HOPEFULLY WE GET BACK TO A SENSE OF CELEBRATION WITH WHAT WE'RE DOING. I KNOW IT'S BEEN A ROUGH ROAD FOR SO MANY PEOPLE. WITH THAT, I WANTED TO GET YOUR FINAL THOUGHTS. YOU SHARED A LOT. I GOOGLED THE CRICKET VERSION OF THE HOME RUN. I BELIEVE IT IS A SIXER.

>> THERE YOU GO.

>> YOU HAD A SIXER TODAY. THANK YOU FOR JOINING US. FOR FINAL THOUGHTS?

>> WE HAVE A LOT OF GROWTH IN FRONT OF US. PERMLY -- PERSONALLY, GET VACCINATED AND JOIN US THIS SUMMER.

>> THANK YOU. TO ALL OF THE VIEWERS AND V TEAMERS OUT THERE. THAT'S ALL FOR NOW. TO CLOSE OUT TODAY'S SHOW, WE RECEIVED A MESSAGE IN THE GOOD MAILBOX FROM

A V TEAMER WHO IS OVER 4700 MILES AWAY FROM ME HERE IN NEW JERSEY BUT ONLY ONE TIME ZONE

AHEAD. CAN YOU GUESS WHERE HE IS?

TAKE A LOOK AND HAVE A GREAT WEEKEND.

>> THIS IS PAUL FROM VERIZON HERE IN BRAZIL AS AN AMERICAN. WISHING ALL OF THE V TEAMERS A GREAT WEEKEND. UNTIL NEXT TIME, YOU ARE "UP TO SPEED."