

Verizon  
Up To Speed Live  
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>>> TELL ME, WHAT DO YOU BUILD A NETWORK FOR?

WHAT DID VERIZON BUILD THEIR NETWORK FOR?

PEOPLE.

EVERY HOLE DUG, EVERY WIRE SPLICED, EVERY TOWER RAISED IS FOR PEOPLE.

WHEN PEOPLE'S EVERY DAY IS BEING CHALLENGED, THAT'S WHEN THE NETWORK STANDS UP TO SHOW US WHAT IT'S MADE OF.

BUSINESSES LIKE VERIZON KEEP RUNNING AND CONNECTING IN NEW WAYS.

VERIZON CUSTOMERS ARE MAKING AN AVERAGE OF OVER 600 MILLION CALLS AND SENDING NEARLY 8 BILLION TEXTS A DAY EVERY DAY.

OUR CONNECTIONS MAKE US ALL STRONGER.

WHEN YOU KNOW PEOPLE ARE DEPENDING ON YOU FOR THOSE CONNECTIONS, YOU DO WHATEVER IT TAKES.

>>> COMING TO THE OFFICE TODAY THERE, ARE CLOSED SIGNS ALL ON BUSINESSES, DOORS ARE LOCKED, LIGHTS ARE OFF.

IT'S EMPTY.

>> WHAT I MISS MOST IS THE PEOPLE.

NOT ONLY IS IT A COFFEE HOUSE, BUT REALLY A MEETING PLACE.

>> IF WE WERE TO CLOSE, WE CLOSE AS A COMMUNITY.

>> OUR BUSINESS MEANS THE WORLD TO ME.

>> MY GOAL IS BEING ABLE TO FLIP MY BUSINESS, TRAINING HOPE IN YOUNG WOMEN.

>> ARTS AND CRAFTS FOR LOCAL REFUGEES THAT WE SELL THROUGH PHOENIX.

>> IT'S AN OPPORTUNITY FOR US TO CONTINUE TO PAY OUR EMPLOYEES.

>> IT WILL ABSOLUTELY SAVE OUR BUSINESS.

>> I'M SO GRATEFUL THAT WE'RE PAYING IT FORWARD.

>> WE MISS YOU ALL AND LOOK FORWARD TO SEEING YOU SOON.

>>> WHAT DOES IT MEAN TO BE AMERICA'S MOST RELIABLE NETWORK?

RIGHT NOW, IT MEANS HELPING THOSE WHO SERVE STAY CONNECTED TO THEIR FAMILIES.

THEY'RE ON THE FRONT LINES EVERY DAY GIVING THE MOST THEY CAN.

VERIZON WANTS TO GIVING SOMETHING BACK.

INTRODUCING OUR BEST PRICING.

\$30 PER LINE FOR ALL NURSES, FIRST RESPONDERS, TEACHERS AND THEIR FAMILIES.

NOT FOR A FEW MONTHS, BUT FOR AS LONG AS THEY NEED.

THE PEOPLE WE RELY ON DESERVE A NETWORK THEY CAN RELY ON.

>> I JOINED VERIZON IN JANUARY OF 2014.

I WORKED IN SOURCING LEGAL WHERE I'M PRIMARILY RESPONSIBLE FOR THE NEGOTIATION OF HR BENEFITS.

THE CREDO AT VERIZON, IT SETS THE FOUNDATION OF HOW YOU ARE AS AN EMPLOYEE, BUT THAT SPILLS OVER INTO HOW YOU ARE AS A PERSON OUTSIDE OF VERIZON.

WE HAVE EMBODIED THAT.

THIS IS REALLY A TIME WHERE WE REALIZE THAT JUST BECAUSE WE'RE JUST CHILDREN, WE CAN STILL MAKE A HUGE DIFFERENCE IN OUR COMMUNITY AND ANY LITTLE EFFORT GOES A LONG WAY.

>> OUR FRIENDS IN HILLSBORO FOUNDED MEALS FOR HEROES, WE STARTED A BRANCH IN BASKING RIDGE NEW JERSEY.

>> WE'RE REALLY HAPPY AND APPRECIATIVE OF ALL THE NURSES AND FIRST RESPONDERS THAT ARE SACRIFICING THEIR LIVES.

>> OUR MAIN GOAL IS TO GET MEALS TO A LOT OF PLACES.

WE WANT TO GIVE BACK TO EVERYBODY WORKING DURING THIS TIME.

THIS FUNDRAISER WAS A TRIPLE WIN.

WE WERE ABLE TO GET SUPPORT FOR OUR FRIENDS AND FAMILY ALL OVER NORTH AMERICA.

WE WERE ABLE TO GIVE BACK TO LOCAL BUSINESSES THAT REALLY NEED THE BUSINESS DURING THIS TIME.

OBVIOUSLY, DUE TO SOCIAL DISTANCING, THEY'RE NOT GETTING THEIR NORMAL CUSTOMERS.

WE WERE ABLE TO USE THOSE MEALS TO FIRST RESPONDERS.

>> IT MADE US FEEL GOOD TO GET PICTURES AND MESSAGES BACK TO NURSES, ENJOYING THE MEALS AND HOW GRATEFUL WE WERE.

>> WE COULDN'T STOP SAYING THANK YOU TO THEM.

WE ARE HERE FOR YOU.

IF WE CAN PROVIDE ONE MEAL THAT ALLEVIATES THE ANXIETY OR THE CONCERN ABOUT HOW AM I GOING TO MAKE LUNCH -- EVEN A FIVE-MINUTE MEAL, I FEEL THAT'S A SUCCESS.

>> I WOULD LIKE TO EXPRESS MY PERSONAL THANKS TO YOU, YOUR TEAM, AND VERIZON FOR ALL THE WORK YOU DELIVERED IN THE LAST COUPLE WEEKS.

>> FOR WHAT YOU'VE DONE FOR FIRST RESPONDERS AND SMALL BUSINESS.

>> I THINK YOU GUYS HAVE GOT IT.

I LOVE YOU.

>> I'M A MOTHER OF TWO AND HAVE MY ELDERLY FATHER WHO LIVES WITH ME IN MY HOME.

I WANTED TO SAY THANK YOU.

>> I WANTED TO TAKE A MOMENT TO GIVE ACCOLADES TO CHRISTINA FOR HER PROFESSIONALISM, PATIENCE AND UP LIFTING ATTITUDE.

>> I WANT TO SAY THANK YOU TO VERIZON PARTNERS THAT HELPED BRING JOY AND ENCOURAGEMENT TO OUR MOST-VULNERABLE TIME IN THE COMMUNITY.

>> IT'S ALWAYS A PRIVILEGE AND HONOR TO BE WITH YOU AND YOUR TEAM, HOW YOU GUYS ARE REALLY SYNCHRONIZED IN YOUR VISION.

>> MY THANKS TO ALL, ALL OF THE EMPLOYEES, PARTICULARLY THOSE PROVIDING ALL OF US IN THE WORLD ACCESS TO INFORMATION.

WHAT YOU'RE DOING IS HELPING, NOT JUST THE UNITED STATES, BUT THE WORLD STAY INFORMED.

>>> LOOK AT THAT!

SHE'S UPSIDE DOWN.

>> WHAT ARE YOU DOING TODAY, GRANDMA.

>> WATCHING TV.

>> WE WANTED TO GIVE YOU GUYS A CALL.

>> SHE'S WIPING HER FACE WITH A TOWEL NOW.

>> GOOD, NICE.

>> NICE JOB.

>> LOVE YOU TO THE MOON AND BACK.

>> TO THE MOON AND BACK.

>> DID YOU MISS ME TOO?

>> I LOVE YOU ALL VERY MUCH.

>> THE VIRTUAL HUB.

-- HUG.

>> BIG HUGS IN A COUPLE MONTHS.

>> I CAN'T DO IT, I'LL CRY.

>> BIG BOY, BIG BOY...

>> MY NAME IS FRED, I'M A NETWORK TECHNICIAN OF 21 YEARS.

>> VOLUNTEERING HAS ALWAYS BEEN A BIG PART OF ME.

WHAT WOULD BE BETTER THAN JOINING THE FIRST AID SQUAD IF I COULD DO IT?

ONCE I JOINED, MY GOAL WAS TO BECOME AN EMT, WHICH I ACHIEVED LAST YEAR.

>> AS PART OF OUR RESPONSE TO THE COVID-19 PANDEMIC, WE'RE OFFERING OUR MEDICALLY-TRAINED AND CERTIFIED EMPLOYEES A FULLY-PAID LEAVE OF ABSENCE TO GO OUT ON THE FRONT LINES AND ASSIST IN THE COMMUNITIES THAT ARE HARDEST HIT BY THE PANDEMIC.

WE REALLY WANTED TO SHOW THE COMMUNITY THAT WE WERE THERE FOR THEM AND BELIEVED IN WHAT THEY WERE DOING.

>> AS SOON AS I SAW THE OPPORTUNITY FOR THE LEAVE... I WAS ON IT.

I KNEW MY SQUAD WAS HURTING.

WE'RE SHORTHANDED, ESPECIALLY RIGHT NOW.

I COULDN'T GET THE APPLICATION IN FAST ENOUGH.

>> I'M EXCITED, ENTHUSED AND LOOK FORWARD TO BEING ABLE TO SERVE MY COMMUNITY.

AND BE THERE FOR THEM.

>> A YEAR AGO... WHEN I FIRST, MY FIRST SHIFT.

AS A FULL-TIME EMT.

>> THIS DOESN'T COME ALONG VERY OFTEN.

WHEN YOU FIND SOMEONE LIKE THEM, YOU'RE VERY GRATEFUL TO HAVE THEM.

YOU'RE GOING TO BE SCHEDULED FOR DUTY ON, NOT ONLY NIGHTS, BUT DAY TIME COVERAGE AND WEEKEND COVERAGE.

AND SAID, IF THEY ALLOW ME TO DO THIS, I'LL BE ON THE FRONT LINES WITH EVERYBODY.

>> AS AN EMT, I'M RESPONSIBLE FOR DIRECT PATIENT CARE.

THE GREAT THING ABOUT THIS LEAVE PROGRAM IS IT'S LESS-STRESS.

INSTEAD OF HAVING TO FOCUS ON TWO JOBS, I ONLY HAVE TO FOCUS ON ONE.

>> ONLINE WAS MODERATE, WASN'T TOO BAD.

I'M TIRED.

TIME TO HEAD HOME AND GET SOME REST.

>> THIS OPPORTUNITY HAS ME SPEECHLESS, SO MANY PEOPLE ARE GETTING LAID OFF.

SO MANY PEOPLE GOING ON UNEMPLOYMENT.

HERE, MY COMPANY IS PAYING ME TO BE EMT FOR MY ORGANIZATION.

WORDS CAN'T DESCRIBE THAT.

IT'S OVERWHELMING.

>> GOOD TO SEE YOU.

>> HEY, EVERYBODY.

>> C'MON, NICOLE.

>> YOU HAVE TO UNMUTE THE BUTTON.

>> START STREAMING.

>> YAY!

>> THE PROSPECTS WE HAVE...

>> THANKS FOR WORKING WITH ME.

>> OKAY... ALL RIGHT...

>> IT LOOKS LIKE EVERYONE'S REALLY HAPPY.

>> WE NEED TO FOCUS ON WHAT OUR NEXT STEPS ARE GOING TO BE.

>> THAT'S AWESOME.

THANK YOU FOR REMINDING US ABOUT THAT.

>> HOW ARE YOU GUYS DOING?

>> LET'S FOCUS ON THE POSITIVE, SEE YOU TOMORROW.

SAME TIME, SAME PLACE.

>> WE COULD NEVER DO WHAT THEY DO.

BUT WHAT WE CAN DO IS BE A PARTNER THAT NEVER QUILTS.

VERIZON IS THE MOST-RELIABLE NETWORK IN AMERICA, BUILT FOR INTEROPERABILITY AND PUTS FIRST RESPONDERS FIRST.

GIVING THEIR CALLS PRIORITY, 24/7.

WE DO WHAT WE DO BEST.

SO THEY CAN TOO.

>> TO ALL OUR VERIZON EMPLOYEES, WE'VE NEVER BEEN SO PROUD OF OUR TECHNICIANS, ENGINEERS, STORE EMPLOYEES AND CUSTOMER SERVICE REPS WHO ARE DOING CRITICAL WORK ALL OVER THE COUNTRY.

AT A TIME WHEN A COUNTRY IS FORCED TO BE APART, YOU'RE COMING TOGETHER.

OUR CUSTOMERS ARE MAKING 800 MILLION CALLS AND 8 BILLION TEXTS PER DAY.

YOU'VE KEPT OUR NETWORK RELIABLE THROUGH IT ALL.

KEEPING PEOPLE CONNECTED AND SAFE AT HOME.

THANK YOU, BECAUSE OF YOU, WE'RE HERE AND WE STAND READY.

>>> HELLO, GOOD AFTERNOON, GOOD EVENING, AND... GOOD MORNING.

IT'S NOON, HERE ON THE EAST COAST.

SOME SPECIAL GUESTS WITH US TODAY.

IT'S TUESDAY, IT IS THE 19TH OF MAY FOR THOSE FOLKS KEEPING TRACK AT HOME.

EXCITING SHOW TODAY.

IF YOU WATCHED UP TO SPEED MORNING, WE INVITED OUR NEW FRIENDS FROM BLUEJEANS TO JOIN US.

WE'RE GOING TO TALK MORE ABOUT BLUEJEANS.

WE HAVE SAMPATH AND QUENTIN JOINING US.

A LOT OF OUR TEAMMATES ARE JOINING US AS WELL.

BEFORE WE GET INTO THE Q&A AND ALL THE THINGS GOING OBJECTION JUST WANT TO PLAY A QUICK VIDEO SO YOU CAN GET TO KNOW SOME OF OUR TEAMMATES BETTER.

LET'S ROLL THAT.

>> HI, TEAM, LET'S GET STARTED.

WE'VE GOT A LOT TO TALK ABOUT --

>> WAIT, ONE SECOND.

WHO IS THIS GUY NOT ROCKING BLUE JEANS HERE.

>> HE'S NOT WEARING DENIM --

>> HOLD ON, IS THIS GUY BOMBING THE CALL.

>> BLUEJEANS MEETINGS ARE SUPER SECURE -- THIS IS ANDY.

I INVITED HIM.

>> NICE TO MEET YOU ALL.

>> HI, ANDY, NICE TO MEET YOU TOO -- ARE YOU PART OF THE TEAM NOW?

>> NOW THAT BLUEJEANS IS OFFICIALLY POWERED BY VERIZON -- WE'RE ALL ONE TEAM.

I THOUGHT THIS WOULD BE A GOOD TIME FOR THE V TEAM AND TEAM BLUE TO GET TO KNOW EACH OTHER.

>> LIKE GET EVERYONE UP TO SPEED?

>> EXACTLY.

>> BLUEJEANS IS A VIDEO CONFERENCE SERVICE THAT CONNECTS TEAMS ACROSS A WIDE RANGE OF PLATFORMS.

AND NOW THAT TEAM IS PART OF OURS.

>> WE'RE INCREDIBLY THRILLED ABOUT THE ENTIRE OPPORTUNITY AND TO BE PART OF AN INTERNATIONALLY RECOGNIZED BRAND.

>> WE'RE REALLY EXCITED AND LOOKING FORWARD TO MEETING WITH LIKE-MINDED PEOPLE AND WORKING WITH LIKE MINDED PEOPLE AT VERIZON.

>> IN ADDITION TO TOOLS LIKE DOLBY VOICE GIVING BLUEJEANS A CRYSTAL CLEAR SOUND, TEAM BLUE SAYS THEIR SMART MEETINGS SOLUTION KEEPS EFFICIENCY TOP OF MIND.

>> THIS IS SOMETHING THAT NO ONE ELSE HAS.

THIS GIVES YOU THE ABILITY TO CAPTURE THE BEST MOMENTS OF EVERY SINGLE MEETING, SIMPLY BY CLICKING A BUTTON.

>> IT EMPOWERS US TO TAKE CONTROL OF OUR TIME AND PRODUCTIVITY.

>> WHEN WE'RE INTERVIEWING OR TALKING TO A CUSTOMER, IT'S SOMETHING WE USE AND WE'RE ABLE TO HAVE A 30, 40-MINUTE DISCUSSION WITH THEM.

IT'S EASY TO GO BACK TO HAVE THE TRANSCRIPTS OF THE CONVERSATION, TO HAVE THE HIGHLIGHTS OF THE CONVERSATION.

>> IT'S MISSION-CRITICAL, SOMETHING WE'RE OBSESSED ABOUT ALSO.

IMPROVING MEETING EFFICIENCY FOR ENTERPRISES AND IMPROVING CONFERENCING CULTURE.

>> WE ARE USING OUR PRODUCT EVERY DAY AS WELL.

AS CONSUMERS.

AS USERS, SO... WE, OURSELVES, WANT A PICTURE WE CAN HAVE EFFICIENT AND PRODUCTIVE MEETINGS.

>> WE'RE EXCITED ABOUT THE OPPORTUNITY.

WE'RE EXCITED ABOUT THE POTENTIAL, WE'RE EXCITED ABOUT 5G AND EDGE COMPUTING AND WHAT THAT CAN DO FOR VIDEO CONFERENCING EASE CASES, DISTANCE LEARNING AND TELEHEALTH.

THERE'S SO MUCH OPPORTUNITY, WE JUST STARTED TO SCRATCH THE SURFACE --

>> YOU ALL OF US COMING TOGETHER LIKE THIS, IT FEELS GOOD, LIKE PUTTING ON YOUR FAVORITE PAIR OF JEANS OR COOLEST CANADIAN TUXEDO.

PRETTY COOL, RIGHT?

THAT'LL DO IT FOR US.

TEAM BLUE, WELCOME TO THE V TEAM AND UNTIL NEXT TIME, YOU'RE UP TO SPEED.

>> NOT BAD FOR THE FIRST TIME, WE'LL PRACTICE AGAIN LATER.

>> GREAT, ANDY THERE WITH THE CANADIAN TUXEDO, APPRECIATE THAT.

AND... NO DENIM TODAY, FOR ME, BUT... EXCITED TO TALK MORE ABOUT BLUEJEANS AND WHAT THAT MEANS FOR OUR COMPANY.

SO... WANT TO BRING IN SAMPATH NOW AND SAMPATH, WE'RE USING BLUEJEANS TO DO OUR BROADCAST TODAY.

TELL US ABOUT THE DEAL AND WHY THIS IS SO IMPORTANT AND ULTIMATELY, WHAT EMPLOYEES SHOULD KNOW RIGHT NOW.

>> SAMPATH: HI EVERYONE.

HOPE EVERYONE'S STAYING SAFE AND WELL.

WE'RE VERY EXCITED ABOUT BLUEJEANS FOR A COUPLE REASONS.

PRECOVID, THE MARKETS GROWING 10, 15% PLUS.

NOW THE MARKETS GROWING TEN TIMES THAT NUMBER.

SECOND, FOCUSING ON THE VERIZON BUSINESS STRATEGY, WE WANT TO GROW THE NETWORK.

WE'RE THE BEST NETWORK IN THE WORLD, NO QUESTION, BUT AS WE START GOING ABOVE SOLUTIONS PLATFORMS, THIS FITS IN RIGHT THERE.

THE THIRD IS THE PRODUCTS.

THIS PRODUCT IS GREAT, THE TECHNOLOGY IS GOOD AND MORE IMPORTANTLY, IS A CORE VALUE SYSTEM.

IT'S VERY SECURE AND CUSTOMER-CENTRIC.

WE REALLY LIKE THIS.

WE THINK THERE'S A LOT OF VALUE FOR CUSTOMERS HERE.

WE WANT TO LOOK AT BUNDLING BLUEJEANS WITH ONE TALK.

WE WANT TO BUNDLE BLUEJEANS WITH A VOICE SOLUTION AND BUNDLE BLUEJEANS WITH HANDSETS.

REALLY INCLUDE THAT, BECAUSE WE HAVE THE ECONOMICS AND OWN THE PLATFORM.

THE PRODUCT, WE DO A MUCH DEEPER INTEGRATION WITH THE VERIZON SET OF PRODUCTS AND... EQUAL SYSTEMS, BUT... RIGHT NOW, WE'RE SUPER EXCITED TO GET THEM ON THE NETWORK AND GET ALL OF US DELIVERING AND DISTRIBUTING BLUEJEANS.

>> JEREMY: SAMPATH, THANK YOU.

NOW I WANT TO BRING IN QUENTIN GALLIVAN, THE LEADER OF THE BLUEJEANS TEAM.

I KNOW THE CORE MISSION OF BLUEJEANS IS TO CONNECT CUSTOMERS AND THAT RINGS TRUE FOR WHAT WE DO AT VERIZON, CUSTOMERS FIRST.

TELL US MORE ABOUT BLUEJEANS, YOUR BACKGROUND THERE AND A LITTLE ABOUT THE TEAM AND CULTURE AND WHO'S JOINING OUR TEAM NOW.

>> QUENTIN: YOU SAW A GLIMPSE OF THIS HIGH ENERGY BLUEJEANS TEAM AND... YOU ALSO GOT A GLIMPSE OF JUST THE CULTURAL ALIGNMENT, YOU KNOW, BETWEEN THE TWO COMPANIES.

FOR US... AS WE SPENT TIME OVER THE LAST NINE MONTHS, GETTING TO KNOW THE VERIZON BUSINESS GROUP TEAM, WE HAD A COMMERCIAL RELATIONSHIP RESELLING THE PRODUCT.

WHAT HIT HOME FOR US WAS THE CULTURAL ALIGNMENT.

THE WAY YOU DO BUSINESS, THE WAY YOU THINK ABOUT BUSINESS, YOUR CORE VALUES, THEY'RE SO ALIGNED.

IT JUST FELT LIKE HAND IN GLOVE.

THAT WAS VERY IMPORTANT TO US.

THE OTHER PETE THAT WAS REALLY IMPORTANT IS THE SHARED VISION FOR THE FUTURE OF WORK.

IF YOU LOOK AT WHAT BLUEJEANS HAS BUILT, WE'RE A BEST OF THREE, VIDEO MEETINGS, COLLABORATION PLATFORM, WE'VE GOT 15,000 CUSTOMERS, 70% OF OUR BUSINESS IS IN THE ENTERPRISE SPACE, 30% OUTSIDE THE UNITED STATES.

WE'VE GOT GREAT MARQUE CUSTOMERS, THEIR STRATEGIC PROVIDER, WE GO DEEP ACROSS ALL KINDS OF USE CASES.

YOU TAKE WHAT WE BUILT AND MARRY THAT WITH A SHARED VISION FOR THE FUTURE OF WORK, WITH VERIZON BUSINESS GROUP.

YOU MARRY THAT WITH YOUR SIGNIFICANT DISTRIBUTION CAPABILITIES, YOUR CUSTOMER BASE.

YOUR INFRASTRUCTURE.

WE TRULY BELIEVE, IF YOU WANT TO BE THE BEST OF THESE MEETINGS COLLABORATION PLATFORM, YOU HAVE TO BE THE BEST.

WHILE WE THINK WE ARE THE BEST... OUR ABILITY TO LEVERAGE THE VERIZON FREEZING RAIN STRUCTURE AND MOBILE EDGE COMPUTE, WE'RE GOING TO CHANGE THE GAME IN TERMS OF HOW, WHAT THE BENCHMARK IS FOR QUALITY, SPEED... LACK OF LATENCY AND SECURITY.

WE COULDN'T BE MORE EXCITED AT TEAM BLUEJEANS TO BE PART OF.

WE USED TO CALL IT TEAM BLUE, NOW WE'RE EXCITED TO CALL IT TEAM BLUE, PART OF TEAM V.

THAT'S THE WAY WE'RE OPENING UP OUR MEETINGS NOW.

WE'RE VERY, VERY EXCITED AND I THINK THERE'S GREAT CULTURAL BUSINESS STRATEGIC FIT HERE.

>> THAT'S AWESOME.

FOLKS WANT TO KNOW, THIS MARKETPLACE THAT'S SO COMPETITIVE RIGHT NOW, YOU HAVE SO MANY OTHER PEOPLE OUT THERE, WHY IS BLUEJEANS THE ONE TO GO WITH?

>> QUENTIN: IF YOU LOOK AT OUR HERITAGE, WE'VE BEEN DOING SCALE, CLOUD, VIDEO COLLABORATION FOR TEN YEARS.

SO... ONE, YOU JUST GOTTA, PARTICULARLY WORKING WITH LARGE, LARGE COMPANIES IN THE WORLD, YOU GET EXPERIENCE IN DOING THAT.

THE OTHER PIECE, PARTICULARLY FOR THE ENTERPRISE WHERE WE HAVE ADVANTAGES OVER THE OTHERS, WE INTEGRATE WITH ALL THE INVESTMENTS AND TECHNOLOGY TOOLS THAT OUR CUSTOMERS HAVE.

WE DON'T MAKE THEM THROW ANYTHING OUT.

SO... IF THEY'RE A CISCO SHOP WHEN IT COMES ENDPOINT MEETING SYSTEMS, WE INTEGRATE NATIVELY.

IF THEY'RE MICROSOFT OFFICE 365 GOING TO TEAMS SHOP, AND WANT TO GO WALL TO WALL, WE MAKE THAT HATCH.

POLYCOM ENVIRONMENT, SLACK, GOOGLE, GOOGLE APPS, WE INTEGRATE NATIVELY INTO ALL THOSE ENVIRONMENTS SO THE CUSTOMERS CAN HAVE A SINGLE, SUPERIOR, VISUAL VIDEO COLLABORATION EXPERIENCE ACROSS THE TOOLS THAT THEY USE.

SO... THAT'S BEEN TEN YEARS OF WORK IN, IN MAKING THAT HAPPEN AND WE HAVE A SIGNIFICANT ADVANTAGE TO OTHER COMPETITORS IN THAT SPACE.

AND PUT THAT ON TOP OF ALL THE ASSETS, PRODUCTS, DISTRIBUTIONS, CAPABILITY THAT VERIZON BRINGS AND IT'S A PRETTY BIG DEAL.

LIKE, ONE THING I WANT TO HIGHLIGHT IS WHAT YOU SAW OVER THE, THE WORK FROM HOME SURGE, IS THAT NOT ONLY WAS IT IMPORTANT TO BE ABLE TO SCALE, AND VERY QUICKLY, AND WE HAD TO, OVER A WEEKEND, IN THE MIDDLE OF MARCH, SCALE OUR SERVICE 300% OVER THAT WEEKEND, TO HANDLE THE SURGE... BUT YOU ALSO SAW THAT SECURITY BECAME A BIG DEAL DURING THE WORK FROM HOME SURGE AND SOME COMPETITORS DID BETTER THAN OTHERS.

AND SO... FOR US... SECURITY WAS SORT OF JOB ONE, THAT'S WHERE WE WERE FOUNDED AND BEING PART -- WE REALLY WORKED HARD TO BUILD A TRUSTED BRAND, NOW... MARRYING THAT WITH THE TRUSTED BRAND AND A SECURE INFRASTRUCTURE, THAT VERIZON BRINGS, SECURITY IS GOING TO BE A VERY-IMPORTANT DECISION CRITERIA FOR ENTERPRISE THEY LOOK TO EXPAND THE VIDEO COLLABORATION FOOTPRINT.

>> QUENTIN, THANK YOU FOR THAT.

SAMPATH, ONE MORE QUESTION ABOUT BLUEJEANS, A LOT OF EMPLOYEES WANT TO KNOW A LOT OF QUESTIONS COMING IN RIGHT NOW, WHEN CAN THEY START USING IT?

I KNOW THERE'S A WHOLE PROCESS WITH IT BEING WORKED.

WHAT CAN YOU SHARE WITH EMPLOYEES?

>> SHANKAR AND GREG ARE GIVING ME THE SIDE EYE ON THIS. WE WANT TO DO THIS RIGHT.

SOME OF THE CAPABILITIES AROUND SOUND QUALITY AND OTHERS REQUIRE US TO CHANGE SOME OF OUR PRACTICES.

WE'RE WORKING VERY CLOSELY WITH THEM TO START THE INTEGRATION.

I'D SAY A COUPLE MONTHS BEFORE WE GET IT COMPLETELY DONE RIGHT.

NOW... OUR SELLERS, OUR SELLING TEAMS HAVE STARTED SELLING BLUEJEANS YESTERDAY.

WE HAVE A SLIGHTLY MORE ACTIVATED PROGRAM, WON'T BE FULL INTEGRATION, BUT WE GET THEM SET UP WITH BLUEJEANS ACCOUNTS IN THE NEXT COUPLE DAYS.

FOR THE BROADER ORGANIZATION, GIVE US A COUPLE MONTHS.

WE WANT TO GET IT RIGHT.

EVERY PROBLEM THAT YOU HAVE WITH YOU KNOW, YOUR CURRENT SOLUTION AND OTHERS, WE'D LIKE TO SOLVE IT WITH BLUEJEANS.

JUST... GIVEN IT A LITTLE MORE TIME AND BE PATIENT.

>> GOOD... THANK YOU FOR THAT.

ONE FINAL WRAP-UP -- PEOPLE LOVE THE NAME, WHERE DID BLUEJEANS COME FROM, ORIGINALLY?

>> THE TWO FOUNDERS WHO YOU WILL ALL GET TO MEET, WHEN THEY FOUNDED THE COMPANY OVER TEN YEARS AGO, THEY WANTED TO MAKE SURE THAT VIDEO CONFERENCING, WHICH WAS REALLY HARD TO DO, COMPLICATED AT THE TIME, THAT IT WAS COMFORTABLE AS A PAIR OF BLUEJEANS.

THAT WAS SIMPLY THE... THE, THAT WAS THE -- THAT'S WHY THEY CAME UP WITH THE NAME OF THE COMPANY.

>> IT WORKS.

IT FITS, SO... THAT'S -- THAT'S GREAT.

QUENTIN, THANK YOU SO MUCH.

WELCOME TO TEAM BLUEJEANS.

SAMPATH, PART OF VERIZON BUSINESS GROUP, WANT TO SWITCH GEARS AND DO SOME OTHER BUSINESS-RELATED THINGS AS WELL.

QUENTIN, WE'LL KEEP YOU AROUND IF THERE ARE OTHER QUESTIONS THAT COME YOUR WAY.

TODAY THE DATA BREACH REPORT WAS RELEASED.

>> IT STANDS FOR DATA BREACH INVESTIGATION REPORT, EVERY YEAR FOR THE LAST 13 YEARS, WE'VE BEEN DOING THIS.

A CENTERED REPORT, VERIZON BUSINESS GROUP PUBLISHES BECAUSE OF OUR PRESENCE IN THE LARGE NUMBER OF NETWORKS, AS WELL AS AMOUNT OF SECURITY WORK WE DO FOR BIGGEST ACCOUNTS AND CLIENTS.

WE HAVE A REALLY INTERESTING VIEW OF WHAT GOES ON IN THE MARKET AND IN THESE BREACHES AND SECURITIES.

WE'VE BEEN ABLE TO LOOK AT 32,000 INCIDENTS, ALMOST 4,000 DIFFERENT BREACHES.

WE CONNECT REPORTS AND DATA FROM 18 OTHER ORGANIZATIONS AND PRODUCE THIS REPORT.

IT'S BASICALLY THE MOST UP TO DATE, AS WELL AS MOST ACCURATE TREND IN WHAT IS GOING ON IN CYBERSECURITY IN THE WORLD TODAY.

AND... WE KNOW WHAT WE'VE DONE FOR 13 YEARS.

WE'VE GOT GOOD TRENDING AND GOOD DATA ON THIS.

COUPLE TAKEAWAYS FROM MY VANTAGE POINT.

THE FIRST ONE, MONEY IS STILL AT THE ROOT OF MOST BREACHES.

IN OTHER WORDS... MOST BREACHES ARE DRIVEN BY GREED AND FINANCIAL REASONS.

THE BIGGEST ONE IS RANSOMWARE.

RANSOMWARE IS STILL VERY BIG.

45% OF ALL BREACHES HAVE THAT.

NEXT IS CREDIT CARDS.

PEOPLE WANT ACCESS TO CREDIT CARDS AND FINANCIAL INFORMATION.

ALMOST 90% OF ALL BREACHES ARE STILL DRIVEN BY FINANCIAL REASONS.

THE SECOND ONE IS AS, YOU KNOW... MOST COMPANIES MOVE TO CLOUD-BASED APPLICATIONS, IT DOESN'T EXPOSE THEM -- A LARGE PERCENTAGE OF THE BREACHES WERE WEB APPLICATIONS.

YOU KNOW... A LOT OF IT IS CREDENTIALS, PHISHING.

PHISHING IS STILL A VERY BIG SOURCE OF PEOPLE GETTING ACCESS TO DATA.

THEY SET UP SITES THAT LOOK LIKE OTHER SITES AND THEY'RE EASIER TO GET INFORMATION THEY SHOULDN'T BE.

FOR US, THIS IS A VERY IMPORTANT REPORT.

WE HAVE A VERY LARGE AND GROWING SECURITY BUSINESS, GROWING DOUBLE-DIGITS, AS WE HAVE COMPANIES DEALING WITH CYBERSECURITY.

THE APPROACH HAS BEEN PRETTY STRAIGHTFORWARD -- WE IDENTIFIED THE RISKS, WE PROTECT THE COMPANY'S ASSETS FROM THE RISK.

WE PROTECT THEM WHEN IT HAPPENS AND POINT TO THEM.

MOST OF THE BIGGEST BREACHES IN THE WORLD -- THE FIRST CALL PEOPLE TEND TO MAKE IS TO THE VERIZON INCIDENT-RESPONSE TEAMS.

MORE IMPORTANTLY, TO PREVENT IT FROM HAPPENING AGAIN.

THIS IS A BIG BUSINESS FOR US... AND... YOU KNOW... THE TEAMS DONE A PHENOMENAL JOB.

I'D RECOMMEND PEOPLE GO, EVEN IF YOU DO NOT WANT TO READ THE 120-PAGE REPORT, READ AN EXECUTIVE SUMMARY.

IT'S GOOD FOR YOU TO KNOW WHAT'S GOING ON WITH THE MARKET AND ALSO, THE TYPE OF SECURITY IN GENERAL.

>> JEREMY: I LOVE THE INTERACTIVE WEBSITE YOU SAW THERE.

YOU CAN CLICK IN AND DIVE DEEP INTO INTERESTING DATA.

APPRECIATE YOU SHARING THAT INFORMATION.

I KNOW ANOTHER PART OF THE JOB WITH THE BUSINESS GROUP IS CONNECTING LARGE ENTERPRISES AND KEEPING THEM CONNECTED THROUGHOUT EVERYTHING.

WHAT ARE SOME OF THE CHALLENGES THAT THESE LARGE ENTERPRISES ARE SHOWCASING, SAMPATH?

AND HOW ARE WE HELPING THEM THROUGH THAT?

>> SAMPATH: COVID HAS EXPOSED THE AMOUNT OF WEB SURFACE FOR CYBERSECURITY.

PEOPLE ARE WORKING FROM HOME, THEY'RE WORKING FROM HOME LAPTOPS, WORKING WITH ROOMMATES, WORKING OVER WI-FI CONNECTIONS WITH PASSWORDS.

THEY'RE WORKING IN SHARED SPACES IN LOBBIES OF THEIR BUILDINGS.

IT'S DIFFERENT SECURITY INFRASTRUCTURE WHEN PEOPLE ARE USED TO WORKING FROM THEIR OFFICES.

THE BIGGEST RISK I SEE, AND IT SHORED UP IN THE DBIR AS WELL IS PHISHING ATTACKS.

WE'VE SEEN A MASSIVE SURGE OF PHISHING ATTACKS POST LOCK DOWN AND POST COVID.

IN THE U.S., MOST OF THEM ARE DRIVEN BY STIMULUS CHECKS.

PEOPLE ARE GETTING STIMULUS CHECKS AND UNEMPLOYMENT CHECKS.

PEOPLE ARE TRYING TO GET THAT THROUGH PHISHING SCHEMES.

WE ASK PEOPLE TO BE CAREFUL ABOUT THAT.

WE HELP COMPANIES MANAGE THAT AS WELL.

BROADER FOR GLOBAL ENTERPRISE JOURNEY, WE SERVE SOME OF THE LARGEST AND MOST-COMPLICATED BUSINESSES IN THE WORLD.

THE LARGEST BANKS IN THE WORLD, THE LARGEST TRADING FLOORS, THE LARGEST HEALTH CARE COMPANIES, THE LARGEST RETAILERS, WE ARE PRETTY MUCH END-TO-END.

COUPLE BIG THINGS WE'RE SEEING.

SECURITY IS BIG.

BECAUSE OF THINGS WE FIGURE OUT IN THE DBIR REPORT.

PEOPLE WANT REMOTE CONNECTIVITY AND PEOPLE ARE TRYING TO FIGURE OUT HOW THE WORKPLACE OF THE FUTURE WILL EVOLVE

SO... WE'VE DONE SOME PHENOMENAL WORK WITH OUR ORGANIZATIONS LAST COUPLE OF DAYS, YOU KNOW... FIRST LINE, SOME OF THE LARGEST BANKS IN THE WORLD, THEY MOVED THEIR MASSIVE TRADING FLOWS WITH 800 TO 1,000 PEOPLE TRADING.

IT HAPPENS FROM EVERYONE'S LIVING ROOM, BEDROOMS AND LOBBIES.

WE ALLOWED THEM TO MOVE THEIR TRADING FLOWS OUT.

MOST PEOPLE HAVE SEEN A 400% SURGE IN ECOMMERCE.

ANOTHER ONE IS RETAILERS OFFERING CURB SIDE PICK-UP.

THE WHOLE THING HAPPENED IN TWO DAYS.

WE GOT A LOT OF WORK FOR REMOTE CONNECTIVITY TO SET IT UP AND LASTLY, HEALTH CARE.

AS SOME OF OUR FRONT LINE HEROES WORK.

WE'VE BEEN ABLE TO DO REMOTE TESTING CENTERS, REMOTE LOCATIONS WHERE PEOPLE ARE DROPPING OFF THINGS.

ALSO... MOST ARE MOVING UP THE NEXT DEPARTMENT, TURNING THE PARKING LOT INTO TRIAGE CENTERS.

LASTLY, THE WAY I'D CAPTURE THIS IS, COVID HAS TAKEN TEN YEARS WORTH OF DIGITAL TRANSFORMATION AND CRUSHED IT IN A TWO-THREE WEEK HORIZON.

AS OUR CUSTOMERS AND PARTNERS COME OUT OF IT AND GET READY TO REIMAGINE THE FUTURE, I THINK THERE'S A PHENOMENAL ROLE FOR VERIZON BUSINESS GROUP TO PLAY IN THAT BUSINESS TRANSFORMATION.

WE CAN REIMAGINE THE BUSINESS.

I THINK WE'LL BE THERE FOR THAT.

>> I APPRECIATE THE UPDATE AND ALL THE WORK THE BUSINESS TEAM IS DOING ACROSS THE WORLD TO KEEP FOLKS CONNECTED.

SAMPATH, QUENTIN, THANKS SO MUCH FOR JOINING TO TALK ABOUT BLUEJEANS AND THE CURRENT STATE OF VERIZON BUSINESS.

BEFORE WE GO, I WANT TO SHARE SOME OTHER NEWS WITH FOLKS.

WE LAUNCHED A FEW DEVICES SINCE WE'VE BEEN IN THIS PANDEMIC.

THE FIRST IS THE INSURE OF 5G.

THE SAMSUNG GALAXY S25VUW THAT IS COMING TO VERIZON.

CHECK IT OUT.

>> THIS HERE!

THE SAMSUNG GALAXY S25VUW.

6.2 INCHES -- THE SMALLEST PHONE IN THE GALAXY S20 SERIES THAT HAS MANY OF THE SAME GREAT FEATURES AS ITS OLDER SIBLINGS, INCLUDING A POWERFUL 64 MEGA PIXEL CAMERA, A GORGEOUS DISPLAY AND THE POWER OF VERIZON'S ULTRA WIDEBAND NETWORK IN THE PALM OF YOUR HAND.

I WANT TO TALK ABOUT HOW I USE THE GALAXY S20.

HAS A CAMERA SETTING THAT SHOOTS ABOUT 20 SECONDS OF FOOTAGE AND THEN WORKS ITS MAGIC BEHIND THE SCENES TO GIVE YOU AN ASSORTMENT OF SHORT VIDEOS, PHOTOS AND FILTERS AND SHOTS FROM DIFFERENT ANGLES.

IT'S GREAT IF YOU HAVE KIDS OR PETS AND WANT TO CAPTURE ALL THAT CUTENESS.

THERE'S SOMETHING ABOUT BEING ABLE TO JUMP IN THE SHOWER BETWEEN MEETINGS AND KNOWING YOUR PHONE WILL BE CHARGED ALMOST IN HALF BY THE TIME YOU'RE DONE.

BEING ABLE TO POWER SHARE OFF MY PHONE AT THE SAME TIME IS A HUGE BONUS.

NO ONE LIKES A DRAIN BUD, NO ONE.

I LOVE TO LISTEN TO MUSIC WHEN I WORK FROM HOME, SO DOES MY WIFE.

A MUSIC SHARE FEATURE ALLOWS TWO GALAXY PHONES TO BE HOOKED UP TO THE SAME BLUETOOTH SPEAKER AT THE SAME TIME.

NO MORE FIGHTING OVER MUSIC.

SPEAK OF WORKING FROM HOME, SOMETIMES I JUST DON'T WANT TO FIRE UP MY WORK LAPTOP IF I'M NOWHERE NEAR IT OR JUST RUNNING LATE TOYOTA MAKE LIFE EASIER, I CAN TETHER MY GALAXY S20 TO MY OTHER COMPUTER AND CONTROL MY PHONE APPS WITH MY KEYBOARD AND MOUSE.

IT MAKES IT EASIER TO WRITE AN E-MAIL THIS WAY.

ONLY 2,000 MORE E-MAILS UNTIL I'M AT ZERO.

THERE'S NOTHING I LOVE MORE THAN LYING ON THE COUCH WITH DOLBY ACTIVATED.

WILL BE AVAILABLE FOR PREORDER ON VERIZON IN AN ASSORTMENT OF COLORS STARTED MAY 21ST.

VISIT VERIZONWIRELESS.COM TODAY FOR PRICING PROMOS AND MORE INFORMATION.

>> JEREMY: THANK YOU, GEORGE, ALLISON AND DAVE FOR THE UPDATE FROM THE HOME FRONT ABOUT THE NEW DEVICE THAT IS AVAILABLE FOR PREORDER ON THURSDAY.

LIKE GEORGE SAID, YOU CAN GO TO VERIZONWIRELESS.COM TO GET MORE DETAILS AND SHARE THAT GOOD NEWS

BEFORE WE WRAP UP TODAY, I WANT TO SHARE A COUPLE THINGS WITH YOU.

CHRIS, IF YOU CAN TAKE THAT FIRST LINE, I'D LIKE SHARE SOME THINGS WITH FOLKS.

THIS IS GOING OUT TO OUR TEAM ON THE 5G LAB SIDE.

EXCUSE ME.

YOU KNOW... WE HAVE A LOT OF, KIND OF, ROBOTS AND DIFFERENT THINGS WE WORK WITH A LOT.

WE RECENTLY DONATED SEVERAL OF THOSE THAT HAVE BEEN IN OUR 5G LABS AND INNOVATION CENTERS TO VARIATION ORGANIZATIONS THAT CAN BE REMOTE-CONTROLLED TO GO INTO COVID-PATIENT ROOMS THAT COLLECT INFORMATION FROM PATIENTS LESSENING THE INTERACTIONS FROM HEALTH CARE WORKERS.

YOU CAN SEE SOME WE PUT OUT IN THE FIELD.

TONIGHT IS PAY IT FORWARD LIVE.

TONIGHT... WE'VE GOT THE GAMERS TAKING ON THE NFL TIGHT END, GEORGE, TRADING IN HIS FOOTBALL FOR A GAME CONTROLLER.

THAT STARTS AT 8:00 P.M. TONIGHT.

YOU CAN WATCH THAT ON TWITTER, VERIZON'S TWITTER, AS WELL AS YAHOO AND WE'LL BE STREAMING ON FIOS CHANNEL 501.

WATCH PAY IT FORWARD LIVE IN SUPPORT OF SMALL BUSINESSES BEGINS AT 8:00 P.M. TONIGHT.

YOU DON'T WANT TO MISS THAT.

A LOT OF GAMERS ENJOYING THAT TUESDAY NIGHT EDITION OF PAY IT FORWARD.

GLAD WE CAN BRING THAT AS WE'RE HELPING SMALL BUSINESSES.

THAT'LL DO IT FOR US TODAY.

REMINDER, IF YOU HAVEN'T TALKED TO FRIENDS OR FAMILY IN AWHILE, REACH OUT AND LET THEM KNOW YOU'RE THINKING ABOUT THEM.

A SIMPLE HELLO GOES A LONG WAY.

WE'LL BE BACK TOMORROW TALKING ABOUT OUR NETWORK AND 5G THINGS WE'RE DOING.

SO... WE'LL SEE YOU THEN.

BYE, THANKS, AGAIN TO SAMPATH AND QUENTIN.

UNTIL THEN, YOU'RE UP TO SPEED.

>> PAY IT FORWARD TO SUPPORT THE LOCAL BUSINESSES YOU LOVE.

BUY GIFTCARDS, ORDER TO GO.

SHOP LOCAL ONLINE.

PAY IT FORWARD.