

VERIZON
UP TO SPEED LIVE
November 11, 2022 12:00 PM ET

>> HEY V TEAM, IT'S FRIDAY AND WE'RE SO HAPPY TO HAVE YOU JOIN US HERE FOR UP TO SPEED LIVE. IT'S ALWAYS GREAT TO HAVE THIS MOMENT TO SPEND SOME TIME WITH ALL OF YOU AND GET YOU CAUGHT UP ON ALL THE IMPORTANT NEWS FROM ACROSS THE BUSINESS. NOW TEAM, BEFORE I GET INTO OUR WEEKLY RUN DOWN, TODAY IS VETERAN'S DAY AND I WANTED TO TAKE A MOMENT AT THE TOP OF THE SHOW TO THANK ALL OUR MILITARY VETERANS, ANYONE WHO'S SERVED IN THE UNITED STATES' ARMED FORCES, WE CAN'T THANK YOU ENOUGH FOR YOUR SACRIFICES. WE'VE GOT A REALLY NICE VIDEO TO SHARE WITH YOU ALL, THAT TIES PERFECTLY INTO THIS SPECIAL DAY, BUT BEFORE THAT LET'S TAKE A LOOK BACK AT THE WEEK. ON MONDAY WE SHARED THE STORY OF V TEAMER JULIA STEVENS WHO SHARED THE DIFFERENCE THE VtoV FUND MADE IN HER LIFE FOLLOWING THE AFTERMATH OF HURRICANE IAN. WE ALSO SHARED SOME WAYS TO GET INVOLVED DURING NATIVE AMERICAN HERITAGE MONTH. AND ON THURSDAY WE SHARED EXCITING NEWS ABOUT OUR SPECIAL DEALS THIS HOLIDAY SEASON. ALRIGHT. WELL LIKE I MENTIONED AT THE TOP OF THE SHOW, TODAY IS VETERANS DAY, AN IMPORTANT DAY FOR ALL OF US TO SHOW OUR GRATITUDE FOR THOSE WHO HAVE SELFLESSLY SERVED OUR COUNTRY. AND WHAT BETTER WAY TO CELEBRATE THESE HEROES THAN BY SHARING THE STORY OF ONE OF OUR VERY OWN VETERANS. TIM ZIMMERMAN, A MANAGING PARTNER WITH THE BUSINESS MID MARKETS IN FT. MYERS, FLORIDA, IS A RESERVIST TURNED MARINE WHO WAS CALLED TO ACTIVE DUTY AFTER SEPTEMBER 11TH. TIM IS A HERO TO MANY – BUT MOST RECENTLY TIM DEDICATED HIS TIME AND HIS VACATION DAYS TO HELP HIS COMMUNITY RECOVER FROM THE DEVASTATION CAUSED BY HURRICANE IAN DOWN IN FLORIDA. HIS DETERMINATION AND DEDICATION TO HELPING HIS NEIGHBORS IS INSPIRING. LET'S TAKE A LOOK.

>> MY NAME'S TIM ZIMMERMAN. I'M A MANAGING PARTNER WITH THE BUSINESS MID MARKETS HERE IN FT. MYERS, FLORIDA. I LIVE HERE WITH MY WIFE AND KIDS. MY DOG KILO. I'M A MARINE.

ORIGINALLY I WAS A RESERVIST AND
I WAS CALLED TO ACTIVE DUTY AFTER SEPTEMBER 11.
I'VE BEEN THROUGH SEVERAL
HURRICANES SINCE I'VE MOVED DOWN HERE IN 2005.
I'M ONLY LESS THAN A MILE FROM THE CALOOSAHATCHEE RIVER.
I'M IN AN EVACUATION ZONE A.
MY WIFE AND THE KIDS EVACUATED
TO MY BROTHERS IN ORLANDO AND I STAYED BEHIND TO FOCUS ON MAKING
SURE THE HOUSE AND THE COMMUNITY RECOVER.
THE NEIGHBORHOOD WAS A WAR ZONE.
STREETLIGHTS WERE NOT EVEN THERE, LET ALONE HAVING POWER.
I HAD TO SLALOM THROUGH WITH DOWNED TREES EVERYWHERE.
GOT THE GENERATOR STARTED AND
THEN STARTED WORKING WITH THE
NEIGHBORHOOD UNIT THERE TO CLEAR TREES AND HELP GET FIRST
RESPONDERS THROUGH THE MAJOR THOROUGH WAYS.
IAN WAS SO DESTRUCTIVE, BOATS WERE UP IN THE MANGROVES.
BOTH OF THE SANIBEL CAUSEWAY AS WELL AS
A ROAD THAT MEETS THAT THE
BRIDGE WERE COMPLETELY WIPED OUT BY IAN.
ANYBODY WHO WAS LEFT ON THOSE
ISLANDS WERE EITHER STUCK THERE OR DIDN'T HAVE A WAY BACK.
I HAD NO PROBLEM TAKING VACATION TO HELP THE COMMUNITY BECAUSE I
KNOW THAT THAT'S GOING TO PAY US ALL BACK TEN-FOLD BEING AN AVID
BOATER AND KNOWING THE WATERWAYS
THE WAY THAT I DO, THE NEXT WEEK
I SPENT RUNNING SUPPLIES BACK AND FORTH AND RECOVERY EFFORTS.
WORD QUICKLY SPREAD AND I STARTED GETTING ALL THESE CALLS.
I KNOW THIS PERSON NEEDS THAT,
CAN YOU GO CHECK ON THIS PERSON THAT I KNOW OF.
THIS IS MY BACKYARD.
THESE ARE MY NEIGHBORS, MY FRIENDS WHO HAVE LOST EVERYTHING.
ONE OF THE SILVER LININGS IS HOW THE COMMUNITY BANDED TOGETHER.
MY WIFE ALWAYS SAYS YOU CAN TAKE
THE MAN OUT OF THE MARINES BUT NOT THE MARINE OUT OF THE MAN.
AND WHERE I IDENTIFY WITH OUR
CREDO IS I RUN TO THE CRISIS AND NOT AWAY AND PAY BACK TO THE
COMMUNITY THAT NEEDS IT SOMUCH MORE THAN I DO.
I'M A VERIZON VALOR MEMBER.
A GENTLEMAN IN TAMPA WHO'S PART OF THE VALOR GROUP ORGANIZED A
GROUP OF VOLUNTEERS TO COME DOWN HERE, BRING SUPPLIES IN.
WHAT I DO WANT TO HIGHLIGHT IS
UNDERSTANDING THE PROGRAMS THAT
ARE AVAILABLE TO HELP OUR
EMPLOYEES SO THAT WE CAN CONTINUE TO DO OUR JOBS.
THE VTOV FUND IS GREAT FOR

HELPING OUT EMPLOYEES WHO NEED IT.
I CAN'T TELL YOU THE GOOD
FEELING IT HAS WHEN YOU KNOW YOUR COMPANY HAS YOUR BACK,
ESPECIALLY IN TIMES OF CRISIS.
IT GIVES ME A SWELL OF PRIDE TO WORK FOR A COMPANY LIKE THAT.
>> TALK ABOUT BEING SELF LESS, TRULY REMARKABLE.
THANK YOU SO MUCH, TIM, FOR
BEING THERE FOR YOUR COMMUNITY
AND AGAIN FOR YOUR SERVICE TO OUR COUNTRY.
BUT HONORING AND CELEBRATING OUR VETERANS DOESN'T STOP TODAY.
OUR GRATITUDE IS ONGOING, AND ON
NOVEMBER 22ND OUR VERIZON VALOR
EMPLOYEE RESOURCE GROUP, WHICH STANDS FOR VETERANS AND
ADVOCATES LEADING THE ORGANIZATION RESPONSIBLY, WILL
BE HOSTING A FIRESIDE CHAT WITH
MEDAL OF HONOR RECIPIENT AND
ARMY VETERAN STAFF SERGEANT CLINTON L. ROMESHA.
HE'LL BE INTERVIEWED BY DIRECTOR
OF ENTERPRISE SALES FOR VERIZON
BUSINESS AND UNITED STATES AIR FORCE VETERAN, DAVID POPE.
THE MEDAL OF HONOR IS THE NATION'S HIGHEST MEDAL FOR VALOR
IN COMBAT THAT CAN BE AWARDED TO
MEMBERS OF THE ARMED FORCES, AND
CLINTON EARNED THE PRESTIGIOUS HONOR FOR RISKING HIS LIFE AND
GOING ABOVE AND BEYOND THE CALL OF DUTY DURING HIS SERVICE.
AGAIN THAT EVENT IS HAPPENING ON
NOVEMBER 22ND FROM 1:00 TO 2:00 P.M.
HEAD OVER TO OUR STORY FOR MORE INFORMATION ON THIS EVENT AND
OTHERS HAPPENING THROUGHOUT NOVEMBER.
NOW, I FIGURED WE'D GET SOME CONVERSATION GOING, TEAM.
I'M SURE YOU KNOW OF AT LEAST
ONE FELLOW V TEAMER WHO'S SERVED
OUR COUNTRY AND WHAT BETTER WAY
TO THANK THEM THEN TO SHARE THEIR STORY WITH ALL OF US.
SEND US A NOTE AT GOOD@VERIZON.COM, TAG US ON
SOCIAL AT [@INSIDEVERIZON](https://www.instagram.com/insideverizon), OR YOU
CAN ADD A COMMENT ON VZWEB FOR TODAY'S STORY.
WE'D LOVE TO SEE A PICTURE OF
THAT FELLOW V TEAMER OR A SPECIAL SHOUT-OUT. LET'S
RECOGNIZE AND CELEBRATE THEM ON THIS SPECIAL DAY.
HERE, I'LL START.
WE WANT TO SAY A BIG THANK YOU
TO LIEUTENANT COLONEL LAUREN SCHULZ, A DIRECTOR OF
COMMUNICATIONS WHO ACTUALLY JUST RETIRED YESTERDAY
FROM THE MARINE CORPS AFTER 21 YEARS OF SERVICE.
NOW IT'S YOUR TURN.

WE CAN'T WAIT TO LEARN ABOUT OTHER V TEAM, VETERANS.
ALRIGHT ONTO SOME MAJOR HOLIDAY NEWS ANNOUNCED JUST YESTERDAY.
ALL SEASON LONG VERIZON IS
GIVING A GIFT FOR YOU, LIKE A FREE 5G PHONE.
A GIFT TO GIVE, LIKE TABLETS,
SMARTWATCHES, AND EARBUDS, ALL ON US.
AND IF YOU'RE LOOKING FOR SOME
EARLY BLACK FRIDAY DEALS, LOOK NO FURTHER.
WE'VE DISCOUNTED SOME OF OUR MOST POPULAR TECH ACCESSORIES.
FOR DETAILS ON ALL OF OUR SPECIAL DEALS – AND FOR NEW
OFFERS ALL SEASON LONG – CHECK OUT THE LINK IN TODAY'S STORY.
TEAM, WE HAVE SOME NEWS TO SHARE
REGARDING HURRICANE NICOLE WHICH
IMPACTED FLORIDA AND PARTS OF THE SOUTH THIS WEEK.
OUR NETWORK WAS VERY RESILIENT
AND IS SERVING FOLKS WELL WHO'VE BEEN IMPACTED BY THE STORM.
WHILE WE DO HAVE SOME COMMERCIAL
POWER OUTAGES, WE HAVE VERY FEW
SITES DOWN AND OUR NETWORK TEAM
IS STAFFING EMERGENCY OPERATIONS
CENTERS TO REPAIR THE FEW SITES IMPACTED, REFUEL SITES ON
GENERATORS, AND RESPOND TO FIRST RESPONDER REQUESTS AS NEEDED.
ON THE HEELS OF HURRICANE IAN,
THERE'S NO QUESTION THAT THIS IS
PROVING TO BE A DIFFICULT TIME FOR FOLKS DOWN IN FLORIDA.
BUT AS ALWAYS WE REMAIN COMMITTED TO OUR CUSTOMERS AND
OUR TEAMS WILL REMAIN IN FLORIDA
SUPPORTING THE COMMUNITY WHEN THEY NEED US MOST.
NOW TO SOME VBG NEWS.
EARLIER THIS WEEK, THE VERIZON BUSINESS TEAM HOSTED HUNDREDS OF
CUSTOMERS, PARTNERS AND V TEAMERS AT THEIR LATEST 5G
INNOVATION SESSION IN NEW YORK CITY ALONG WITH NOKIA.
THE EVENT GIVES DECISION MAKERS
THE CHANCE TO GET HANDS-ON WITH 5G AND MOBILE EDGE COMPUTE
SOLUTIONS AIMED AT MANUFACTURING, HEALTHCARE,
RETAIL, CONNECTED VENUES AND MORE.
VERIZON BUSINESS CEO SAMPATH
SAYS THESE EVENTS ARE A GREAT WAY TO CONNECT WITH CUSTOMERS
AND HELP THEM SEE HOW WE CAN HELP TRANSFORM THEIR BUSINESSES.
>> WE'RE ARE HERE FOR TWO REASONS.
ONE, TALK TO OUR CUSTOMERS AROUND WHAT ARE THE BUSINESS
PROBLEMS THEY ARE WORKING THROUGH.
AND SECOND, SHOWCASE TEN OF OUR
REALLY COOL PARTNERS USING 5G TO SOLVE THOSE PROBLEMS.
ONE OF THE THINGS EVERY CUSTOMER TELLS US ABOUT THE SESSION IS,
WOO, I'M SO GLAD YOU GUYS DID IT BECAUSE THIS IS THE FIRST TIME

WE SEE THE WHOLE POWER OF 5G IN A SINGLE PLACE.
ALL THE DIFFERENT USE CASES,
WHAT CAN IT DO FOR MOBILITY AND WHAT CAN IT DO FOR FIXED
WIRELESS ACCESS AND HOW DO YOU
USE PRIVATE NETWORKS AND THE MEC TO MAKE THINGS WORK?
IN ONE PLACE WHERE THEY REALLY
SHOWCASE ALL THE CAPABILITIES WE HAVE ON 5G.

>> REALLY IMPRESSIVE STUFF THERE.

THE NEXT 5G INNOVATION SESSION EVENT IS SLATED FOR PHOENIX,
ARIZONA, ON DECEMBER 6TH.

IN OTHER BUSINESS NEWS, RECENTLY RAQUEL SAT DOWN WITH MARK TINA,
VICE PRESIDENT OF BUSINESS SALES

FOR ANOTHER EPISODE OF OUR SERIES '3 QUESTIONS WITH' TO
DISCUSS HOW VERIZON BUSINESS IS PARTNERING WITH THE STATE
GOVERNMENT AFFAIRS TEAM TO TARGET SPECIFIC MARKETS AND REACH
PROSPECTIVE CUSTOMERS.LET'S CHECK IT OUT.

>> HEY, EVERYONE, WELCOME TO

ANOTHER THREE QUESTIONS WITH. IF YOU DON'T KNOW, IT'S OUR
SERIES WHERE WE HEAR FROM OUR LEADERS ON IMPORTANT UPDATES
AROUND THE BUSINESS AND HOW IT RELATES TO OUR OVERALL STRATEGY.
AND TODAY, I'M JOINED BY MARK TINA, VICE PRESIDENT OF BUSINESS
SALES OF THE VERIZON BUSINESS GROUP.

MARK, THANK YOU SO MUCH FOR JOINING ME.

>> THANK YOU FOR HAVING ME, RAQUEL.

IT'S A PLEASURE TO BE HERE.

>> YEAH, WELL WHAT'S NEW?WHAT'S BEEN GOING ON WITH YOU?

>> SO WE WRAPPED UP OCTOBER AND WE'RE ON TO NOVEMBER.

WE'RE VERY EXCITED FOR A LAUNCH

OF OUR NEXT SERIES OF SMB DAYS

AS WELL AS BLACK FRIDAY, HOLIDAY

SEQUENCING FOR OUR BUSINESS CUSTOMERS TO TAKE ADVANTAGE OF.

BUT SPECIFICALLY I WANTED TO

TALK ABOUT A PARTNERSHIP THAT WE

CREATED WITH OUR STATE GOVERNMENT AFFAIRS TEAM, NIA

MATHIS AND TEAM HAVE BEEN WONDERFUL PARTNERS ALONG WITH

OUR PR ORGANIZATION WHERE WE ARE TARGETING SPECIFIC MARKETS TO

GET MORE LOCAL GRASS ROOT EFFORTS, ALLOWING US TO TARGET

OUR PROSPECTIVE CUSTOMERS IN THOSE MARKETS.

STARTED WITH A TRIAL IN BOSTON,

PROVIDENCE, RHODE ISLAND, AS

WELL AS CHICAGO, AND IT'S BEEN GOING REALLY WELL.

>> WELL THAT SOUNDS LIKE A GREAT UPDATE.

HOW WOULD YOU SAY THAT FITS WITHIN OUR OVERALL STRATEGY?

>> SURE.

WHEN YOU THINK OF VERIZON,

RIGHT, IT'S A POWERFUL BRAND THAT PEOPLE ARE AWARE OF.

BUT WHEN WE THINK ABOUT DOING BUSINESS IN THE LOCAL COMMUNITY, WE'VE REALLY FOCUSED ON THOSE GRASSROOTS LOCALIZED EFFORTS WITH BUSINESS LEADERS, DECISION MAKERS, AND INFLUENCERS. THIS PARTNERSHIP HAS ALLOWED US TO GET INTO THE COMMUNITY BY WAY OF CHAMBER OF COMMERCE, DIFFERENT INDUSTRY EVENTS, AND DIFFERENT WAYS WHERE BUSINESSES COME TOGETHER AND WE GET A PLATFORM TO SPEAK ABOUT OUR BRAND, WHAT WE'RE DOING IN THE LOCAL COMMUNITY, AND AGAIN, AMPLIFY OUR PRESENCE IN THOSE LOCAL MARKETS.

>> WELL ANYTHING THAT AMPLIFY OUR PRESENCE IS GREAT. I LOVE IT. SO WHAT'S NEXT FOR YOU AND YOUR TEAM?

>> SO WE'VE SEEN GREAT SUCCESS. IN FACT, ONE OF THE CHAMBER OF COMMERCE IN OHIO WE WERE ACTUALLY ABLE TO CIRCULATE OUR INFORMATION TO 25,000 BUSINESSES, WHICH HAS LED TO A LOT OF BUSINESS LEADS FOR OUR FUNNEL. WE ALSO CREATED A PODCAST EXPLAINING WHAT 5G MEANS TO OUR LOCAL, SMALL, MEDIUM BUSINESS OWNERS. THAT PODCAST HAD OVER 10,000 VIEWERS ALREADY AND GROWING.

>> WOW.

>> MOST RECENTLY, APARNA WAS FEATURED AT AN M HUB EVENT WHERE SHE SPOKE AT A WOMEN IN MANUFACTURING EVENT WHICH WAS VERY WELL ATTENDED. SO WE'RE STARTING TO SEE SPECIFIC SUCCESS, OUR FUNNELS ARE GROWING AND THAT PRESENCE IS BECOMING MORE AND MORE RELEVANT IN THE COMMUNITIES WE ARE TARGETING. AS FAR AS WHAT'S NEXT, WE WANT TO TAKE IT NATIONAL. I MENTIONED THOSE PILOT MARKETS THAT WE'VE HIT. WE'VE EXPANDED AS I JUST MENTIONED INTO OHIO, MICHIGAN, AS WELL AS DENVER AND MAKING OUR WAY THROUGHOUT THE REST OF THE NATION. WE WANT TO MAKE THIS A PERMANENT PROGRAM MOVING FORWARD.

>> MARK, THANK YOU AGAIN FOR JOINING ME. I'M LOOKING FORWARD TO THOSE NEXT STEPS.

>> THANK YOU FOR HAVING ME, RAQUEL.

>> YEP.

V TEAM, THANK YOU FOR WATCHING.

>> WOW, CERTAINLY A LOT TO LOOK FORWARD TO. WELL, TEAM, HERE'S AN AWESOME ACCOMPLISHMENT.

THIS WEEK VERIZON WAS HONORED BY THE NEW YORK HALL OF SCIENCE AT A GALA EVENT ATTENDED BY OUR

PRESIDENT OF GLOBAL NETWORKS AND
TECHNOLOGY KYLE MALADY AND OTHER VERIZON LEADERS.
KYLE ACCEPTED THE VISION & VENTURE AWARD ON BEHALF OF
VERIZON AND OVER THE SUMMER, HE
TOOK A TOUR OF THE LEARNING MUSEUM WHERE KIDS OF ALL AGES
WERE EXPLORING AND INTERACTING
WITH THEIR MANY STEM-RELATED EXHIBITS.
VERIZON KNOWS THE IMPORTANCE OF
GETTING THE NEXT GENERATION OF TECH EXPERTS AND INNOVATORS
EXCITED ABOUT EXPLORING MATH AND SCIENCE RELATED CAREERS.
WE KNOW THESE BRIGHT MINDS WILL
HELP US FILL OUR TALENT PIPELINES IN THE FUTURE, WHICH
IS WHY WE'RE SO PROUD OF OUR
LONG-STANDING PARTNERSHIP WITH THE MUSEUM.
ALL RIGHT, WELL THAT'S A WRAP FOR US HERE.
THANK YOU SO MUCH FOR SPENDING
SOME TIME WITH US TODAY AND REMEMBER TO GIVE THAT SHOUT-OUT
TO YOUR FAVORITE V TEAM VETERAN.
WE HOPE YOU HAVE A FANTASTIC WEEKEND AND UNTIL NEXT TIME,
YOU'RE UP TO SPEED.