

# Verizon Partner Network

It's easier than ever to deliver customer excellence through the power of collaboration.

Brochure

**Expect the best from your partner relationships. With digital transformation a strategic priority, customers expect the best from you. You need a partner you can rely on to help you deliver what customers need, when they need it.**

It's easier than ever to deliver customer excellence through the power of collaboration. By joining our award-winning Verizon Partner Network, you can rely on our global network of industry experts to help you:



## Grow.

Expand into new markets and reach more customers by taking advantage of our investments in digital experiences and marketing resources to improve customer engagement.



## Deliver.

Provide trusted, reliable technology solutions for the small and medium-sized businesses, enterprises and public sector organizations you service.



## Innovate.

Support innovative new ways of working by leveraging Verizon's 5G network, which has the power to revolutionize the way all businesses operate.



## Collaborate.

Take advantage of flexible partner models, easy onboarding and structured support so you can move faster, and deploy and tailor implementations to meet customer demand.

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## Let's move forward together.

The collaboration that results from a strong channel program can help drive our mutual success. That's exactly why it remains an important part of our long-term strategy: We believe that together, we can grow profitability and market share. Plus, your feedback is exactly what we need to continue to enhance and evolve our partner program. We're here to listen.

Put our global partner ecosystem and reputation on your side:

- Five-star partner program rating from CRN for nine consecutive years
- Number 23 on the Fortune 500
- Serving 99% of the Fortune 1000
- Leadership position recognized by industry analysts
- More than 4,000 managed networks in more than 150 countries

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## Support transformation by offering our industry-leading products.

Access to our portfolio of trusted, reliable technology solutions can help fuel transformation and drive the outcomes your customers expect.

### Networks

Enhance your customers' business with reliable infrastructure, including programmable and scalable network as a service.

### Voice and collaboration

Help your customers communicate and collaborate with quick, easy access to information.

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### Mobility

Deliver the 5G-enabled tools to help your customers reimagine and transform their customer and employee experiences.

### Internet of Things

Offer transformative Internet of Things (IoT) solutions to advance any customer's organization.

### Security

Provide peace of mind from cyberthreats.

### Contact center and CX solutions

Help your customers redefine their customer experience (CX) with modern, cloud-based solutions.

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### Take advantage of the radical simplicity of our partnership models.

Easy, flexible options make participating in the Verizon Partner Network radically simple. Just choose how you want to partner with us, and our dedicated channel managers and solution architects will help empower you to create rapid impact with your customers.

- **Agent.** Sell selected products and services on behalf of Verizon
- **Sell with.** Jointly market and present complementary solutions with Verizon
- **Resale.** Package and market selected solutions

### The tools to move the needle

- **Seamless experience, simplified engagement.** Our investment in digital capabilities is designed to simplify the experience for partners, throughout the sales life cycle. We're committed to helping you give your customers the best experience in the industry
- **Training.** Take advantage of our extensive training curriculum and accreditation program as well as fast onboarding to build expertise, solve more customer problems and differentiate your organization from competitors
- **Marketing.** Access a wealth of support resources, including marketing development funds, co-branded marketing assets and even our Verizon Partner Network logo to help improve customer engagement—and increase your bottom line

Learn more about the Verizon Partner Network at [verizon.com/partnernetwork](https://www.verizon.com/partnernetwork)

