

Verizon Partner Solutions

October 2024 Newsletter

A Message from Rick Medeiros, AVP, Verizon Partner Solutions



Valued Verizon Partners,

I hope this message finds you well. As we continue to navigate the rapidly evolving telecom landscape, I wanted to take a moment to thank you for your continued trust in us as your telecom solutions provider.

Our industry is undergoing tremendous transformation, and we are committed to staying at the forefront by delivering innovative solutions that meet your growing demands. We value your partnership and are dedicated to providing you with the highest level of service and expertise.

An important note for this newsletter is that I am excited to share that the annual VPS Partner Summit is scheduled for March 17 - 19, 2025 in Orlando, FL. You won't want to miss it. Additional details forthcoming.

We look forward to seeing you there and at several other industry events in the coming months.

Sincerely,

Richard J. Medeiros
Rick Medeiros

Save the date!

VPS 2025 Partner Summit

Don't miss the opportunity to join Verizon Partner Solutions in Orlando, FL this March for our annual Partner Summit.

When: March 17th - 19th, 2025

Where: Signia by Hilton Orlando Bonnet Creek



[More details to follow.](#)

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business

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Business Highlights

- We launched the new [VPS Insights](#) website on Aug. 19th, which showcases VPS *Tele Me More* podcast episodes along with customer tutorials, webinar recap videos, newsletters, industry articles, and all of our industry events for 2024 - making it a one-stop-shop for all of your needs!
- Stay up-to-date on all business highlights by [following VPS on LinkedIn](#)

Industry Updates

- IDC's recent "State of the Connected Enterprise" - IDC's survey of global enterprises reveals several key emerging connectivity trends, including:
 - Services budgets for 2024 are trending higher than 2023, with over half of all global enterprises expecting higher spend across key segments than in 2023.
 - Fixed Wireless Access (FWA): 54% of enterprises increased their budget for Mobile Broadband/FWA in 2024, and 16% of North American businesses increased their budgets by more than 10%. Growing FWA deployment is driven by digital native businesses' need to always be connected, deploying FWA as insurance against risks such as landline backhoe cuts and to achieve extensive connectivity.
 - IDC's report can be purchased here:
<https://www.idc.com/getdoc.jsp?containerId=US52518224>

Exchange Portal Updates

- Exciting updates to capabilities in the Verizon Partner Exchange portal:
 - *Product Package: Internet Dedicated Services & Fixed Wireless Access (FWA)*
 - We've introduced the "Shop by Package" capability to streamline the quoting and ordering process when combining either Internet Dedicated+ or Internet Dedicated Ethernet with FWA in a backup or active secondary line configuration.
 - *Internet Dedicated+ Ordering Enhancement*
 - We've added options on the Order Configuration to choose the exact IPv4 or IPv6 allocation for the IP address and capture Peer Group and Customer Autonomous System Number (ASN) information required for provisioning the order.
 - *Network Management: Inventory*
 - This feature helps customers to manage Verizon Business and former XO notifications and circuit inventories that may be impacted by network transformation activity

We'd like to hear from you!

Please submit your feedback using the [customer feedback form](#)



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VPS in the Industry



Jeff Hulse

- Capacity Europe: [Keynote Chat Show – A State of the Industry](#) (10/15 at 10:30am local time).



Dawane Young

- GCCM Magazine: [Expand & Enhance our nationwide 5G Network.](#)
- GCCM panel: "IoT Market today and tomorrow – new opportunities and challenges" (10/2)



Jenn Parkhill

- Capacity Europe: Hosting the [“Empowered Network Breakfast”](#) and leading a roundtable discussion around skills development. (10/15 at 9am local time).
- Capacity Europe: [Keynote Panel Effecting cultural change to support adoption of future technologies and products](#) (10/17 at 9am local time).
- Incompas: [EmpowerTech: Driving Women's Leadership in Telecom Innovation](#) (10/22 at 1:30pm local time).



Rick Medeiros

- Telecom Review magazine: [Delivering on Customer Requirements.](#)
- Incompas: [Enhancing Wholesale Transactions: Overcoming API Challenges for Telecom Service Providers](#) (10/21 at 2:15pm local time)

Events Coming Up

- 10/14 - 10/17: Capacity Europe in London
- 10/20 - 10/22: Incompas in Denver, CO
- 10/28 - 10/30: Global NaaS Event by MEF in Dallas, TX
 - Check out the [VPS Tele Me More Podcast: GNE MEF](#)
 - Click on the image for additional details.
 - Speakers: Debika Bhattacharya and Scott Melanson

