

# Verizon Partner Solutions

## November 2024 Newsletter

A Message from Patrick Sullivan, AVP International Sales, VPS



Valued Verizon Partners,

On behalf of VPS and our entire International team I would like to take the opportunity to thank you for your continued partnership and trust, which has been instrumental in our shared success.

As always it has been fantastic to meet up with so many of you at a number of the industry conferences, our own tailored Customer Advisory Boards and Partner Summit, where we have focussed on the heightened interest in High Bandwidth solutions, Data Centre connectivity, AI driven bandwidth demand, IoT enablement, 5G solutions and sub-sea capacity...to name but a few key areas!

As we close out the year with Telecom Review, ITW Asia and our CAB, I am really excited about our opportunity to partner for even greater success in 2025 and beyond. Please know that your continued feedback remains essential so that we can deliver on our mission to provide the quality, service, and strategic insights that will empower you to thrive and remain competitive.

Thank you once again for your partnership, trust, and collaboration, and look forward to an exciting and outstanding year ahead.

Cheers,  
Patrick

**Check out more from Patrick Sullivan by clicking on the link below:**

- **Capacity Magazine:** [Engagement and change in a dynamic environment](#)

### 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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## Industry Update

- Recently, STL Partners, a telecoms consultancy and research firm, in its Telecoms Sustainability Scorecard ranked Verizon as #3 of 76 Information and Communications Technology (ICT) firms world-wide. STL Partners evaluates 76 companies' sustainability reporting, net-zero progress, biodiversity, social and governance targets, and activities to enable their employees and customers to achieve net-zero ambitions.
- Rapidly growing datacenter power demands and environmental sustainability have been top news items. Verizon's long standing commitment to climate protection includes investing in renewable energy, improving energy efficiency and reaching net zero operational emissions by 2035.
- We congratulate Telefonica and BT on their sustainability leadership and encourage all of our partners to continue on their important net-zero journeys!



## Product Update

- AI and Cloud continue to drive the demand for high bandwidth services. VPS is positioned to meet your growing demand for high bandwidth services with a broad Wavelength portfolio including 400G National Wavelength ICB services in addition to our Metro and National 100G Wavelength Services. Contact your account manager for more information.

## Stay Connected

- All your needs in one location on our [VPS Insights](#) website
- Stay up-to-date on all business highlights by [following VPS on LinkedIn](#)

## We'd like to hear from you!

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

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## VPS in the Industry

Verizon was recognized by ATLANTIC-ACM 2024 U.S. Wholesale Service Provider Excellence Award as a top Large ILEC & Cable award recipient, in the category of Brand, Sales Reps, and Service Delivery!

Read the full press release at:

<https://www.atlantic-acm.com/atlantic-acm-announces-2024-u-s-wholesale-service-provider-excellence-awards/>



VPS won “Best Marketing Team” at the Global Connectivity Awards Ceremony!

Verizon wins MEF Awards for MEF 3.0 Carrier Ethernet Provider of the year - Global & MEF 3.0 Carrier Ethernet Provider of the year - North America



Mark Dodman was a speaker at Telecoms World Asia in a panel session titled “What’s next for wholesale in Asia” on November 19th.

## Events Coming Up

- 12/4 - 12/5: ITW Asia in Singapore
- 12/10 - 12/11: Telecom Review in Dubai, Jenn Parkhill will be a panel speaker

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