



## A Letter from the President

The summer has been a busy time as we engaged with many of you and started to plan for 2026. The fall will continue that momentum as I and the team look forward to meeting you at industry events like Capacity Europe, Mplify in Dallas, and Metro Connect. This refreshed newsletter is designed to keep you in the loop on our latest insights and upcoming events.

Thank you for your continued partnership.

Sincerely,

**Jeff Hulse**

**President, Verizon Partner Solutions**

## VPS Innovation Showcase: Building the Future Together

At our recent VPS Innovation Showcase, we highlighted the areas where we're pushing the industry forward, and how those advances translate into real-world value.

### Key Takeaways:

- **Empowering partnerships.** Our success is tied to yours. Every innovation is built with collaboration in mind.
- **Leading digital transformation.** From IoT to AI to 5G, Verizon is helping partners bring new capabilities to market faster.
- **Focus on connectivity.** The Intelligent Edge Network and Private 5G are delivering secure, seamless operations across industries.
- **Customer success-driven.** Our solutions optimize efficiency and elevate the customer experience, whether in a data center or a stadium.
- **Continuous innovation.** Verizon's investment in R&D is ongoing, fueled by the strong partnerships we've built with you.

The showcase reaffirmed that innovation and partnership go hand in hand. Every advancement in our portfolio is designed to help you grow, differentiate, and compete in a market that's evolving by the day.



Partners and the VPS leadership team at the Innovation Showcase.

## Highlighting Great Work

We're thrilled to share some exciting news – Verizon Partner Solutions has been shortlisted for the Best North American Connectivity Provider at the Global Connectivity Awards 2025!

We're also excited to share that several VPS leaders will be featured at Capacity Europe, sharing the great work our team has been tackling. Jeff Hulse, VPS president, will share our outlook on macro trends in AI systems, while Dawane Young, vice president of marketing at VPS, will give attendees a behind the scenes look at our recent product innovation. Jennifer Parkhill, senior director for strategic sales enablement, will also speak on the network investments VPS is making, as well as on workforce upskilling and engagement.

## Hear From Our Leaders

The [latest episode](#) of our **Tele Me More** podcast is now live. Host Misty Snider interviews Travis Behrens, Senior Manager of Product Development, about how Verizon Internet Essential (IE) supports growth and connectivity.

Our Tele Me More podcast is packed with insights you can take directly into customer conversations. [Check out our last episode in case you missed it.](#)

Get more great insight from our latest leadership videos to learn more about how we're investing in our partners:

- **Patrick Sullivan**, the VPS associate vice president of sales, shared how we're [supporting our international partners and tailoring solutions to their needs](#).
- **Rick Medeiros**, our VP of North American sales, also recently shared how we're [investing in our partners](#).



Patrick Sullivan



Rick Medeiros

## Insights & News

The VPS team attended The Connected World Live in Chicago earlier this month to network with new faces, connect with familiar ones, and gain insights on the future of the business.

## Industry Trends



- **Scaling networks for AI-era traffic.** AI workloads are fueling explosive data growth. Verizon is expanding its Intelligent Edge Network to handle that surge, which means customers can enjoy smooth, reliable performance for analytics, automation, and other data-heavy operations without worrying about bottlenecks.
- **Smarter operations, stronger service.** In addition to carrying AI traffic, we're applying data-driven intelligence to our own network. Predictive monitoring and adaptive routing reduce downtime, speed up repairs, and strengthen SLAs. That means fewer disruptions and a consistently higher level of service.
- **Mid-band 5G densification on macro towers.** Mid-band 5G on macro towers delivers both the reach and bandwidth required to power the likes of IoT, AR/VR applications, and real-time data transfer. Our accelerated densification program ensures the network can scale as devices and use cases multiply. Verizon is continuing to expand geographic coverage of Mid-band 5G services while densifying the network to ensure customers receive the speeds and performance they have come to expect from the Verizon brand.
- **Stability in a volatile market.** Industry consolidation and shifting earnings are reshaping telecom. Our focus stays on enterprise needs, not short-term consumer plays. With the financial strength to keep investing in infrastructure, we offer a stable, long-term partnership when others are pivoting or pulling back.

## Upcoming Events

The VPS team will be attending a number of key industry conferences over the next few months. We'd love to connect with our partners on site to showcase how we can help. Check out our full list of upcoming events at our [VPS Insights page](#).

### Mobile World Congress

Oct. 14-16, 2025  
Las Vegas, Nevada

### Capacity Europe

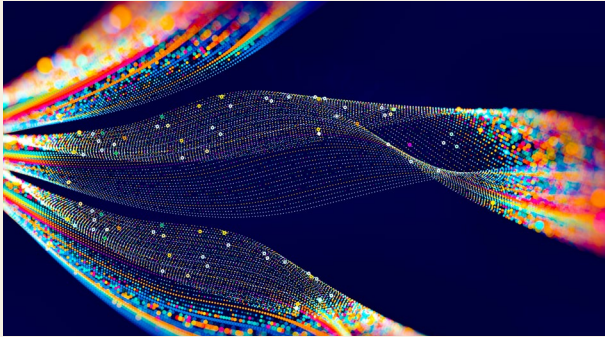
Oct. 21-23, 2025  
London, UK

### Incompas

Nov. 3-4, 2025  
Tampa, Florida

# What to Know About Verizon Wavelength Services

Enterprises today are moving more data, faster, across more locations than ever before. Whether it's financial transactions, medical imaging, HD video, or AI workloads, performance at scale requires a network foundation that can keep pace. That's where **Verizon Wavelength Services** comes into play.



## The Network Layers in Context:

- **Layer 1 (Physical Layer):** The optical fiber itself. It transmits raw bits of data as light signals, without addressing or processing. This is the base “roadway” every other service depends on.
- **Layer 2 (Data Link Layer):** Adds structure by packaging bits into frames, applying MAC addresses, and enabling switching within a segment of the network.
- **Layer 3 (Network Layer):** Uses IP addresses and routing to move traffic between networks. Routers at this layer make global connectivity possible.

Verizon provides service at multiple layers, but Wavelength Services is anchored at Layer 1—*that's* how it delivers unmatched throughput and the lowest possible latency. Everything else in the stack is built on top of it.

## Key Advantages:

- **Scalability.** Options from 1G to 400G ensure growth is never constrained.
- **Performance.** Ultra-low latency and jitter with dedicated throughput.
- **Reliability.** Built on Verizon's state-of-the-industry optical infrastructure.
- **Security.** Private optical paths isolate sensitive traffic from the public internet.
- **Survivability.** Built-in redundancies ensure continuity across the long haul.

With Verizon Wavelength Services, partners gain access to one of the largest, most resilient DWDM footprints in the country, *and* the ability to scale at the speed of light.

