A Letter from VPS

As we are in the midst of Q4, we're focused on reinforcing our commitment to building secure, high-performance networks and delivering the best solutions and services for your needs.

We recognize that the expansion of digital infrastructure and AI continues to create new challenges and growing attack surfaces, making resilience a core business expectation.

This quarter, we're excited to deepen our partnership and connect with you at upcoming industry events to collaborate on achieving peak performance and security.

Our leadership is dedicated to driving innovation that meets these challenges, from advancing our AI-Connect strategy to reinforcing essential network defenses.

Thank you for your continued partnership as we work together to move our industry forward.

— The Verizon Partner Solutions Team

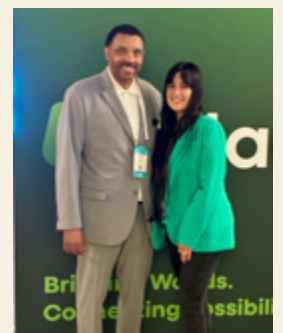## VPS On the Road: At Capacity Europe

The VPS team joined over 3,500 industry leaders at Capacity Europe 2025 in London for three days of vital conversations on growth, investment, and innovation.

The defining theme of the event was the intense demand for High Bandwidth directly fueled by AI. We effectively addressed this market shift by positioning our Verizon AI-Connect strategy and introducing a well-received, revised commercial proposition for High Bandwidth in Europe.

Beyond bandwidth, our discussions highlighted two critical needs for the evolving digital infrastructure:

- **Operational Efficiency:** The consensus was clear — the industry needs to move faster. Strategic talks focused on leveraging APIs and AI to simplify quoting and enhance customer portals, reflecting an industry-wide push toward greater automation and seamless API interaction.

- **Reinforced Security:** We confronted the reality of escalating security risks, particularly threats to BSS/OSS systems. Our conversations emphasized the necessity of strong partnerships and investing in preventative security solutions to reinforce resilience across the ecosystem.

We had a great time meeting with customers, partners, and industry peers throughout the conference to listen, collaborate, and share updates on how Verizon is investing in solutions that support partner growth across sectors.

DBIR Highlights: Cybersecurity Trends

Verizon's 2025 Data Breach Investigations Report reveals that speed, sophistication and social engineering are on the rise.

Top takeaways:

- 74% of breaches involved a human element
- Web apps and email remain the top vectors
- 94.6% of threats were financially motivated
- Zero-day exploitations are climbing fast

Are your processes aligned to counter human-based risk? **[Download the Executive Summary]**

Hear From Our Leaders

Listen to Tele Me More

This month's short, two-part series cuts through the noise in just five minutes to go straight to the root of what matters in cybersecurity: providing partners with essential, actionable insights.

- **In Part 1: Cybersecurity History and Prevention**, co-hosts Alan Murrell and Bob Bratcher trace the evolution of cybersecurity risks and break down three specific actions partners can take right now to reduce the likelihood of a cyber event.

- **In Part 2: VPS Solutions for Cybersecurity**, Alan and Bob walk through the VPS products designed to help partners detect, respond to, and neutralize cyber threats in real time.

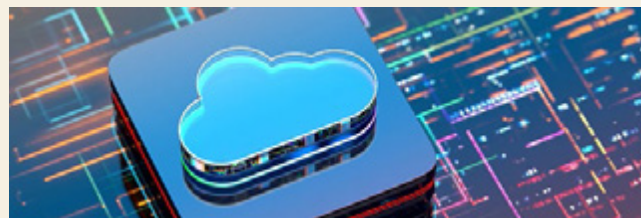These five minutes are time well spent.

Bob Bratcher   Alan Murrell

Insights & News

VPS Exchange Platform Updates

Partners can stay up to date on all system enhancements through our Systems Resources page. Recent updates to the Exchange Platform include improved visibility into order status, new documentation tools, and interface refinements designed to simplify complex transactions.

Industry Trends

- **Fiber investments are redrawing the map.** Across the country, legacy copper networks are falling away as fiber builds ramp up. Major ILECs and regional providers are driving this transformation through a mix of consolidation and federal funding, fundamentally changing how bandwidth is delivered and priced. Verizon is expanding its fiber reach with the goal of hitting 35 to 40 million passings, leaning on strategic M&A activity to move faster. At the same time, VPS enables partners with Ethernet and Wavelength offerings that support this new layer of infrastructure. For customers still tied to copper, Verizon continues to provide POTS Replacement to manage the transition.

- **AI infrastructure is scaling beneath the surface.** 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.

- **Voice is shifting from product to platform.** The traditional voice market is contracting. As legacy TDM lines decline and even VoIP adoption slows, enterprises are moving to embedded calling within collaboration platforms like Microsoft Teams and Zoom Phone. VPS' SIP Gateway Service allows partners to facilitate the customer's transition from legacy TDM to IP by providing packet-based local and long-distance VoIP service that transports media between the customer's IP network (supporting platforms like Teams/Zoom) and the PSTN.

Upcoming Events

In Tampa from November 3-4, the VPS team will be at **INCOMPAS 2025**, with a dedicated spotlight on our AI Connect offering. Rick Medeiros will be hosting partner engagements focused on how AI-enabled networking and high-capacity infrastructure are reshaping service delivery. We look forward to seeing you there!

Global NaaS Event
Nov. 10-14, 2025
(Jeff Hulse speaking
Nov. 11 @ 11:15am ET)
Dallas, TX

Telecoms World Asia
Nov. 18-19, 2025
Bangkok, Thailand

Capacity ITW Asia
Dec. 3-4, 2025
Singapore

What to Know About Verizon AI Connect

The age of AI demands massive amounts of data, powerful infrastructure, and high-speed, flexible network connectivity. Verizon AI Connect is a strategy and comprehensive suite of products and solutions designed to manage these AI resource-intensive workloads at scale. Leveraging Verizon's network, which features low latency, high bandwidth, and robust intelligent edge capabilities, partners are uniquely positioned to enable real-time AI applications.

The AI Connect Foundation:

- **Intelligent Edge Core.** Verizon has invested in a converged intelligent edge core for the network, which is key to supporting distributed AI processing and keeping the company ahead of the curve.

- **Programmable Network.** New capabilities are being built to give customers more insight and control over how they utilize available network resources for their dynamic AI workloads.

- **Connectivity Backbone.** The solution leverages high bandwidth and low latency connectivity solutions, including Dark Fiber and Wavelength, to deliver private and secure network services that are optimized for AI workloads.

Verizon has reimagined its infrastructure, leveraging physical assets and advanced features, to provide the powerful, intelligent network architecture required to deliver high-performance AI workloads and drive customer innovation.

Key Advantages:

- **Speed and Reliability.** The solution is built on Verizon's ultra-fast metro fiber U.S. network, ensuring it can handle truly robust AI workloads with superior performance.

- **Flexibility.** Multiple connectivity options support on demand scaling and enable the optimization of dynamic network paths through enhanced analytics.

- **Security.** Private network connectivity and end-to-end security are included to ensure compliance with data security edge standards.

- **Best-in-Class Assets.** Customers gain access to a foundation that includes extensive space, power, and connectivity assets available across the United States.

- **Edge to Cloud Connectivity.** AI Connect provides seamless connectivity from the Edge to the Cloud, which is essential for deploying and executing distributed Generative AI applications.

Today, **more than 80 major metro markets** are covered, backed by **over 57,000 new fiber miles** added since 2020. Whether coordinating autonomous systems, managing critical logistics, or powering predictive intelligence, AI Connect was built for real-time data movement in sectors where failure is not an option.