

# VERIZON'S PUBLIC SECTOR PARTNERSHIP

## AT A GLANCE

### WE'RE PROUD TO WORK WITH DIVERSE SUPPLIERS.

Public Sector agencies need to collaborate productively and respond to constituents quickly. Verizon teams with small and mid-sized business technology providers to help agencies do just that.

Combined with the Verizon network and the collective mindshare of some of the smartest people in the industry, we work to seamlessly and securely connect citizens and workforce, increase agility, and improve productivity to drive the success of each of our customer's missions.

### OUR COMMITMENT TO PARTNERS.

Our partner ecosystem includes many small disadvantaged businesses, women-owned small businesses, veteran-owned small businesses, service-related veteran-owned small businesses, and HUBZone companies.

Verizon has a documented history of developing and growing our partners, and we are proud to work with diverse suppliers. Across Verizon, we spend, directly and indirectly, over \$4 billion in goods and services from diverse suppliers annually. We are a proud charter member of the Billion Dollar Roundtable, a coalition of companies that spends more than \$1 billion each year with diverse suppliers.

### WHY WE DO IT.

Working with small and mid-sized partners drives operational efficiencies for our customers. In the Public Sector, we see great value from firms with competencies that complement and enhance Verizon's service offerings.

This is beneficial to all parties, but these relationships are especially important to the community, as they support job creation and growth in local economies.

*"In order to be responsive to new challenges and new opportunities, the federal government needs partners who can bring the right solution to the table. In turn, we need partners to deliver the services quickly and effectively. By creating this unique ecosystem, we're not only empowering agencies to deliver on the mission, but we also create new jobs and opportunities for Americans every day."*

- David Reaves  
Verizon Public Sector

We work with partners throughout the year, and are continually seeking new companies to enhance our partner ecosystem and help us provide successful customer engagements.

## HOW WE DELIVER.

Verizon is poised to deliver comprehensive end-to-end solutions and seamless user experiences to our Public Sector customers. We have selected companies that complement our experience, our capabilities and our solutions to be a part of our subcontractor ecosystem.

## WHAT WE LOOK FOR.

We focus on partners that possess extensive experience and a track record of delivering competitive solutions. We look for companies that have unique capabilities and experience in managed services, security and advanced communications.

## A VARIETY OF CONTRACT OPTIONS.

Our contract vehicles enable us to team with best-in-class small businesses to deliver a wide range of solutions. We work with our partners to find the contract vehicles with the best fit.

### EIS

Under this 15-year Government Wide Acquisition Contract, federal agencies will be able to buy information technology, telecommunications services, and other enterprise solutions from Verizon. EIS is an all-encompassing contract and will provide a comprehensive yet streamlined solutions-based process for current and next-generation technology procurement. The contract features simplified pricing, improved management and operational support.

### Networx

The Networx Universal and Enterprise contracts are the primary contracts for worldwide telecommunications for the federal government. They provide federal agencies a full range of telecommunications and network services.

### Connections II

Connections II (CNX II) is a multiple award contract that is the federal government's one-stop shop for obtaining telecommunications, network and communications solutions. This ID/IQ contract: (1) meets government agencies' equipment, building, and campus infrastructure needs, (2) provides professional services to support existing networks and (3) designs customized client-specific solutions. CNX II can be used by federal agencies both domestically and internationally.

### WITS 3

The WITS 3 (Washington Interagency Telecommunications System) contract offers local telecommunications services and products for federal agencies in the National Capital Region (NCR), which includes Washington and portions of its Maryland and Virginia suburbs. WITS 3 includes local voice, video and data services, such as voice over IP, Internet access and Ethernet services; fiber-optic services; and products and services for continuity of operations planning (COOP) for federal agencies.

# We are Verizon.

## **We have work because our customers value our high-quality communications services.**

We deliver superior customer experiences through our products and our actions. Everything we do we build on a strong network, systems and process foundation. The quality and reliability of the products we deliver are paramount. Customers pay us to provide them with services that they can rely on.

## **We focus outward on the customer, not inward.**

We make it easy for customers to do business with us, by listening, anticipating and responding to their needs. We know our products and can explain them to customers. We focus on fundamental execution. We are accountable and we follow through with a sense of urgency. We know that having the highest ethical standards is a competitive advantage.

## **We know teamwork enables us to serve our customers better and faster.**

We embrace diversity and personal development not only because it's the right thing to do, but also because it's smart business. We are driven not by ego but by accomplishments. We keep our commitments to each other and our customers. Our word is our contract. We respect and trust one another, communicating openly, candidly and directly since any other way is unfair and a waste of time. We voice our opinion and exercise constructive dissent, and then rally around the agreed-upon action with our full support. Any one of us can deliver a view or idea to anyone else, and listen to and value another's view regardless of title or level. Ideas live and die on their merits rather than where they were invented.

## **We believe integrity is at the core of who we are.**

It establishes the trust that is critical to the relationships we have. We are committed to do the right thing and follow sound business practices in dealing with our customers, suppliers, owners and competitors. Our competitors are not enemies; they are challengers who drive us to improve. We are good corporate citizens and share our success with the community to make the world in which we work better than it was yesterday.

## **We know that bigness is not our strength, best is our strength.**

Bureaucracy is an enemy. We fight every day to stay "small" and keep bureaucracy out. We are more agile than companies a fraction of our size, because we act fast and take risks every day. We see crisis and change as opportunities, not threats. We run to a crisis, not away. Change energizes us. We work hard, take action and take personal accountability for getting things done. Our actions produce measurable results.

## **Everything we do is built on the strong foundation of our corporate values.**

We work 24x7 because our customers depend on us 24x7. We know our best was good for today. Tomorrow we'll do better.

**Integrity.**  
**Respect.**  
**Performance Excellence.**  
**Accountability.**  
**Social Responsibility.**

