In times of technological change, the right blend of assets can help you meet evolving customer demands, expand into new markets, and grow revenue. And that’s why we developed the Verizon Partner Program—to give you greater access to more innovative technology solutions than ever before, all from a single trusted brand. Our collaborative global program creates cooperative opportunities across our portfolio by empowering Verizon sales teams and Program Members to work closely to deliver Verizon solutions to our customers.

BUILD YOUR STRENGTH BY TAKING ADVANTAGE OF OURS.

As a member of the Verizon Partner Program, you gain access to our world-class product portfolio to supplement your own solutions and address customer needs, including:

Cloud, IT, and Applications. Improving IT performance and enhancing business processes with secure infrastructure-as-a-service capabilities.


Networks. Connecting people, locations, machines, and applications, and securely transporting critical data over a reliable, far-reaching infrastructure.

Mobility. Giving employees access to the devices, data, and applications they need to remain productive virtually anywhere, at any time.

Advanced Communications. Improving organizational agility and enabling the immediate exchange of ideas with efficient communications and collaboration tools.

When you team up with Verizon, you join forces with an industry leader that delivers integrated business solutions to customers around the globe. We’ve been recognized by industry analysts and other experts for the value of our assets and program, which include:

- Verizon, positioned in the Visionaries Quadrant in Gartner’s Magic Quadrant for Cloud Infrastructure as a Service, 2014.*
- Over 4,000 Networks - Leading experience that comes from managing thousands of customer networks across the globe.
- America’s largest, most reliable 4G LTE network and largest, 3G network
- A global IP network that reaches customers in more than 2,700 cities in more than 150 countries
- Over 50 Data Centers - Expansive Reach Across 20 Countries
- CRN’s 5-Star partner program rating, the channel community’s trusted authority for growth and innovation

Tiered, Flexible, and Built to Reward Performance.

- Assigned marketing resources and joint participation in events
- Invitations to conferences and exclusive webinars
- Additional training support and marketing incentives
- Marketing tools and training through our comprehensive web portal

Program availability varies by region/country. Check with your local Verizon office for details.
COLLABORATION, YOUR WAY.

How you work with us is entirely up to you. We offer a variety of business models that offer the flexibility you need to support your customers’ increasingly complex business needs.

**Sell With.** Along with Verizon, jointly market and present complementary solutions to prospective customers.

**Resale.** Package and market selected solutions to potential customers.

**Agent.** Sell selected products and services as a representative of Verizon.

TO GET THE JOB DONE, YOU NEED THE RIGHT TOOLS.

Program members gain more than access to our world-class solutions. You can also take advantage of training programs, marketing resources, and the user-friendly Verizon Partner Portal, all designed to help you increase competitive advantage, capitalize on the Verizon brand, and grow market share and revenue.

**TRAINING/CERTIFICATIONS**

An extensive training and certification curriculum helps our program members better understand and market our solutions. Empowered with certifications in any or all of five technology tracks, you can differentiate your organization against competitors and increase the potential for revenue growth.

**MARKETING**

A wealth of marketing resources and support—from co-marketing materials to market development funds and joint event participation—can help you better target customers, gain an edge over the competition, tap into new markets, and realize real growth in your business.

**PARTNER PORTAL**

The Verizon Partner Portal provides a secure account profile allowing users to manage the entire program experience from a single location. Simply login to the portal to quickly and easily access helpful tools, including program information, lead sharing and registration, and more.

DIFFERENTIATE YOUR BUSINESS.
DISCOVER NEW OPPORTUNITIES.

Outpace the competition, provide customers with innovative technology solutions, and increase your opportunities for success. To learn more, visit us at [verizon.com/partnerprogram](http://verizon.com/partnerprogram).

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*Gartner Inc., Magic Quadrant for Cloud Infrastructure as a Service by Lydia Leong, Douglas Toombs, Bob Gill, Gregor Petri and Tiny Haynes, March 2014 Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

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