



Verizon Partner Program: Sign up to stand out

Industry-leading portfolio. Better solutions to customer challenges. Attractive compensation.

When you partner with us, you put our reputation for excellence on your side. And you get our industry-leading solution portfolio – as well as a partner program built from the ground up with your needs in mind.

Put our reputation on your side

- Number 15 on the Fortune 500
- Serve 98% of the Fortune 500
- 5-star partner program rating from CRN
- Leadership position recognized by industry analysts
- Manage more than 4,000 customer networks globally

Offer your customers more.

Do more for your customers – and your business – with our innovative portfolio:



Networks

Enhance your customers' business with reliable infrastructure.

Examples: Ethernet, Private IP, Secure Cloud Interconnect



Advanced communications and collaboration

Help your customers communicate and collaborate with quick, easy access to information.

Examples: Unified Communications and Collaboration, Voice over IP



IT Solutions

Offer enhanced IT scalability and better business agility.

Examples: Verizon Cloud, Colocation, Back Up and Restore



Mobility

Deliver the tools to help customers work from virtually anywhere, at anytime, on any device.

Examples: 4G LTE Wireless Connectivity, Mobile Workforce Manager



Internet of Things

Help customers make new connections to enable smarter decisions and innovative offerings.

Examples: 4G LTE Wireless Connectivity, Machine-to-Machine Management Center



Security

Provide peace of mind from cyber-threats.

Examples: Rapid Response Retainer

Flexible tiers. Fantastic rewards.

Our program lets you decide your commitment level and progress through partner tiers at your own pace.

As your efforts and investment in the program increase, so do your rewards. And we recently updated our compensation to be more competitive than ever.

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

Work with us your way.

You can choose the business model that best fits your needs:

Sell With

Jointly market and present complementary solutions.

Solutions: Mobility, IT Solutions

Agent

Sell selected products and services as a representative of Verizon.

Solutions: Networks, Advanced Communications and Collaboration, IT Solutions, Security

Resale

Package and market selected solutions.

Solutions: Networks, IT Solutions, Internet of Things, Security

The tools to move the needle.



Training

Our training curriculum helps you better understand the challenges your customers face and how to help solve them. Our technology tracks enable the expertise that can differentiate your organization from competitors, with the flexibility to focus on the areas that matter most to you.



Marketing

Our program provides marketing resources and support – from co-marketing materials to market development funds and joint event participation – to help you communicate with customers, gain an edge over the competition, and tap into new markets.



Partner portal

Our partner portal provides a secure, one-stop location to manage your entire experience. Simply log in to the portal to access helpful tools, including program information, lead sharing and registration, training, and more.

Learn more about Verizon Partner Program at verizonenterprise.com/partnerprogram.