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To: Trogler, Stephen RStephen.Trogler@VerizonWireless.com
Date: 7/5/2016 10:35:04 AM
Subject: Q3 2016 Verizon Government Promotions
Attachments: Q3 2016 Business Equipment Promo.docx
JuneBusinessContinuity-MainFlyer.pdf
Business Continuity & Disaster Recovery.pdf

With the start of the new fiscal year and the first half of 2016 in the rear view mirror I wanted to pass along the Q3 Verizon Government Promotions. We have some great Incentives to go with the current equipment promotions. I have listed a few below for you.

I also wanted to pass along some information on a topic I have been having multiple conversations around which I have attached. The Verizon Disaster Recovery/ Business Continuity or Out of Band Management Solution. This solution bundled with the Verizon Private Network solution allows you to replace any current circuit connections with a cellular router connection at a fraction of the price. You are also able extend your security out to all mobile devices since all traffic will be routed back through you along with giving you a full web portal management tool. We have been seeing this solution being deployed as a primary connection for small, home, & satellite offices and a secondary (backup) connection for larger offices that may have outages due to construction in the area, weather, ect. We also have a great Incentive for the hardware (routers) for this solution which I have also provided below.

\$100 Smartphone activation BIC – 7/1/16 to 9/30/16

- Corporate liable Activations
- Voice Plan \$34.99 or higher
- 4G Smartphone purchase and activation is required
- Automated BIC will be applied to the customer's bill within 2-3 billing cycles

Government Activation Bill Incentive Credit (400+ Lines) – 6/15/16 to 8/31/16

Available 6/15/16 – 8/31/16

Government corporate liable profiles only

Must activate 400+ Smartphone, Mobile Broadband and/or Basic lines combined during the offer period to be eligible

\$150 BIC for Smartphone's on \$34.99 or higher plans

\$75 BIC for Mobile Broadband lines \$34.99 or higher plans

\$75 BIC for Basic lines on \$15.99 and higher plans

BIC will be applied manually to the customer's bill within 2-3 billing cycles

Not combinable with other BIC's, customer will receive the best BIC that they qualify for.

Business Continuity Bill Incentive Credit (\$50-\$100) – 6/15/16 to 12/31/16

- \$50 - \$100 BIC Cisco®, Sierra Wireless and Cradlepoint 4G embedded routers
 - Price plans \$5 - \$10 qualify for a \$50 BIC
 - Price plans \$10.01 and up qualify for a \$100 BIC
- Customer BIC applied within 2-3 billing cycles to bill



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Current Government Promotions:

\$100 B2B Smartphone device Activation BIC: (7/1/16 to 9/30/16)

- New line activations \$34.99 plan minimum.

Government Activation Bill Incentive Credit (400+ Lines): (6/15/16 to 8/31/16)

- Must activate 400+ Smartphone, Mobile Broadband, and/or Basic lines combined during the offer period to be eligible.
- \$150 per Smartphone on \$34.99 or higher price plan
- \$75 per Mobile Broadband lines on \$34.99 or higher price plans
- \$75 per Basic line on \$15.99 or higher price plans
- Not combinable with other Bill Incentive Credits, customer will receive the best BIC that they qualify for.

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