

Verizon Up To Speed  
10.13.20

>> ARLENY: I'M A VERIZON ENGINEER, AND I'M PART OF THE TEAM BUILDING VERIZON'S 5G NETWORK. TODAY IS A REALLY BIG DAY FOR US. BECAUSE TODAY WE'RE TURNING ON 5G ACROSS THE COUNTRY.

AND THIS IS THE 5G AMERICA'S BEEN WAITING FOR.  
WITH THE COVERAGE OF 5G NATIONWIDE AND IN MORE AND MORE CITIES THE UNPRECEDENTED PERFORMANCE OF ULTRA WIDEBAND THE FASTEST 5G IN THE WORLD.  
25 TIMES FASTER THAN TODAY'S 4G NETWORK.  
25 TIMES.

YEAH, IT'S PRETTY INCREDIBLE!  
I'M EXCITED ABOUT HOW IT WILL CHANGE YOUR PHONE AND HOW IT WILL CHANGE THE WAY BUSINESSES DO EVERYTHING.

I'M PROUD BECAUSE WE DIDN'T BUILD IS THE EASY WAY.  
WE BUILT IT RIGHT.

THIS IS THE 5G AMERICA HAS BEEN WAITING FOR.  
ONLY FROM VERIZON!

>> AND WITH THAT, WE SAY WELCOME TO UP TO SPEED.  
A SPECIAL EDITION OF UP TO SPEED LIVE AND WE ARE SO PROUD AND EXCITED TO TALK ABOUT THIS HISTORIC MOMENT NOR ALL OF US.

EARLIER TODAY AS YOU SAW, IN THE AFTERNOON, 1:00 EASTERN, 10:00 PACIFIC, THE APPLE LIVE KEYNOTE OUR OWN CEO HANS VESTBERG DISCUSSING HOW THE PIECES ARE COMING TOGETHER.

A HUGE ENDORSEMENT AND REFLECTION OF THE INDUSTRY LEADERSHIP.  
GO THROUGH HIGH LEVEL.

LET'S TAKE THE SLIDE RIGHT NOW.

HANS SHARED TODAY AS WE BUILD THE 5G INFRASTRUCTURE THAT WILL SHAPE THE FUTURE AND YOU HEARD ARLENY SAY AT THE SPOT ON THE TOP THIS IS THE 5G AMERICA HAS BEEN WAITING.

REACHING 200 MILLION PEOPLE.

DOUBLING DOWN ON THE EXPANSION OF THE 5G ULTRA WIDEBAND AS OUR SPEEDS DOUBLE WITH PEAK SPEEDS REACHING 4 GIGABITS PER SECOND AND THE LAUNCH OF THE NEW IPHONE TO SUPPORT 5G NATIONWIDE AND ULTRA WIDEBAND.

AND 5G JUST GOT REAL AND I'M PROUD TO WEAR THE SHIRT AND CELEBRATE WITH THE V TEAM.

ON A DAY LIKE TODAY IT IS FITTING TO BRING IN THE NETWORK LEADER KYLE MALADY FOR A SPECIAL UP TO SPEED LIVE CONVERSATION.

KYLE, ON A DAY AS BREATHLESS AS TODAY, WHAT ARE YOUR THOUGHTS ON THE SIGNIFICANCE OF WHAT WE SHARED WITH THE WORLD?

>> KYLE: OH, ANDY, ARE YOU KIDDING ME?

I CAN'T KEEP MY ENTHUSIASM IN CHECK.  
I TELL YOU.

SO YOU KNOW, IF YOU THINK ABOUT IT TAKES A NETWORK AND A DEVICE AND APPLICATIONS TO DO SPECIAL THINGS.

WE HAVE BEEN WORKING ON 5G IN BOTH MILLIMETER WAVE AND LOWER BAND SPECTRUM FOR A LONG TIME.

GOING BACK YEARS AND YEARS AND YEARS WORKING ON THE STANDARDS AND GETTING THE STANDARDS BODIES TO APPROVE STANDARDS AND GETTING THEM PUSHED ALONG AND GETTING PARTNERS AND DEVELOPERS TO WORK WITH US.

AND THE INCREDIBLE ENGINEERS AND TECHNICIANS WE HAVE TO GET IT DEPLOYED AND TESTED AND WORK OUT THE KINKS AND BUGS.

INTERESTING, FOR ME AND FOR THE ORGANIZATION, A TON OF TON OF WORK AND SO MUCH GREAT TEAMWORK AND PARTNERSHIPS.

BUT WE ARE ONLY AT THE BEGINNING, RIGHT?

LAUNCHING THE NEW CITIES AND PUTTING IN NATIONWIDE AND A GREAT PARTNER IN APPLE AND NFL TO BRING A FULL SYSTEM TO THE TABLE THAT PEOPLE WILL -- I JUST CAN'T WAIT FOR PEOPLE TO GET IT IN THEIR HANDS.

>> ANDY: UNBELIEVABLE.

A MOMENT FOR ALL OF US TO REALLY SORT OF SOAK IT IN, AND THEN SHARE IT WITH THE WORLD.

I KNEW THIS WOULD HAPPEN THE MINUTE FOLKS SAW THE SHIRT.

THEY ARE WONDERING WITH ARE TO GET THE SHIRT.

YOU CAN GET IT ON THE 2.0 WEBSITE.

PROCEEDS GOING TO V TO V.

CHECK IT OUT, V-TEAM.

AND WHEN WE TALK ABOUT OUR, THE PEOPLE WE THINK ABOUT, WE, OF COURSE, ARE THINKING ABOUT OUR NETWORK TEAM WHO FROM DAY ONE HAVE STARTED TO CONTINUE TO GIVE THEIR BEST EFFORT, THEIR TALENTS TO MAKE SURE THAT THE NETWORK IS UP AND RUNNING.

TALK TO US ABOUT THIS AMAZING TEAM YOU LEAD.

>> KYLE: WELL, LISTEN, I CAN'T BE ANY PROUDER TO BE ASSOCIATED WITH THE GREAT PEOPLE IN GN AND T AND OVERALL VERIZON.

IT IS, YOU KNOW, WHEN I THINK ABOUT MOMENTS LIKE THIS, I THINK ABOUT THE TEAMWORK.

AND WHETHER YOU ARE IN THE NETWORK PLANNING GROUP, YOU ARE IN MAINTENANCE ENGINEERING, YOU ARE IN GTS AND NETWORK SYSTEMS WORK ON THE SYSTEMS OR WORKING IN THE ENGINEERING DEPARTMENT FIGURING THIS OUT, SOMETHING LIKE THIS IS SO BIG IT TOUCHES EVERYTHING.

AND EVEN THE GREAT JOB THAT DIEGO AND HIS TEAM AND RONAN AND THE FOLKS IN THE DEVICE MARKETING.

THE FOLKS IN THE STORES LIKE EVERYBODY IS INVOLVED WITH THE GREAT MOMENT AND TO SEE IT SHOWCASED IN THE WAY -- YOU SAW THE MARKETING AND HANS ON STAGE AND WHAT A GOOD JOB APPLE DOES WITH THIS AND GETS PEOPLE REALLY EXCITE BY IT.

IT WAS A GREAT WATCH FOR AN HOUR AND 10 MINUTES OR WHATEVER IT WAS AND GOT ME PROUD OF THE TEAMS AND EXCITED FOR THE TEAMS.

WE HAVE A GREAT COMPANY AND WE CAN WORK AND DO GROUND-BREAKING THINGS WITH GREAT PARTNERS.

AND FRANKLY, THE PARTNERS WANT TO WORK WITH US.

THEY COME TO US AND SAY YOU HAVE UNBELIEVABLE TECHNOLOGY THAT WILL TAKE US WELL INTO THE NEXT DECADE AND CHANGE THE WAY PEOPLE DO THINGS AND WE WANT TO BE A PART OF THAT ACTION AND THEN HERE YOU ARE TODAY.

JUST FANTASTIC.

>> ANDY: EXACTLY, KYLE.

AND IN THE SPIRIT OF THAT RECOGNITION I WANT TO RECOGNIZE SOME VERY SPECIAL TEAM.

OFTEN TIMES THERE ARE FOLKS THAT WE TALK ABOUT THE NETWORK BUT DON'T TALK SPECIFICALLY ABOUT THE PEOPLE.

WITH THAT IN MIND, I DO HAVE SOME FRIENDS, VIRTUAL FANS, IF YOU WILL.

BUT REALLY THE VIRTUAL SUPERSTARS.

MEMBERS OF THE 5G BUILD TEAM RIGHT HERE.

TAKE THAT FULL SCREEN.

AMAZING.

GIVE YOURSELVES A HAND AND A WAVE HERE.  
AND SMILE FOR THE CAMERA.

AND AS YOU ARE SMILING, V-TEAM, SHOW THESE FOLKS SOME LOVE AND LEAVE  
A COMMENT, HIT THE HEARTS AND LIKES ON TWITTER, PERISCOPE, AND SEND YOUR  
FRIENDS AND TEAMMATES A NOTE SAYING HOW MUCH THEIR WORK IS APPRECIATED.

YOU GOT TO SEE AND HEAR FROM A MEMBER OF THE TEAM KICKING OFF UP TO  
SPEED.

LET'S CATCH UP WITH THE VERIZON SUPERSTAR, ARLENY VALLE WHO JOINS US  
LIVE.

ARLENY, THANK YOU FOR KICKING OFF THE SHOW WITH A GREAT AD.  
FIRST OF ALL, CONGRATULATIONS ON A JOB WELL DONE.  
DESCRIBE THE EXCITEMENT AROUND REPRESENTING THE G TEAM.

>> ARLENY: SUCH AN HISTORIC EVENT.

WORDSCAN'T EXPRESS HOW EXCITED I AM TO REPRESENT OUR TEAM.

WHAT IS EXCITING ABOUT TODAY IS THE PROSPECT OF TOMORROW.

WE ARE ON THE CUSP OF BUILDING A TECHNOLOGICAL REVOLUTION THAT IS  
GOING TO CHANGE SO MUCH.

AND WE ARE OUT THERE BUILDING IT.

IT IS A LOT OF HARD WORK TO GET WHERE WE ARE TODAY.

AND WE GIVE OUR BEST TO CREATE THE BEST NETWORK AND I CAN'T WAIT TO  
SEE WHAT WE WILL DO TOMORROW.

>> ANDY: SO AWESOME, ARLENY.

AND I'M WATCHING ON PERISCOPE HERE AND I CAN'T -- I DON'T THINK I  
HAVE SEEN THE HEARTS EXPLODE THE WAY THEY HAVE HERE.

NETWORK TEAM, GO IN AND TAKE A LOOK AT THE AMAZING COMMENTS FROM  
THE-V-TEAMERS.

ARLENY, WE TALK ABOUT THE ACTUAL INFRASTRUCTURE.

GIVE US A GLIMPSE INTO THE COLLEAGUES YOU WORK WITH AND WHO THEY ARE  
AND WHAT THEY REPRESENT AND WHAT YOU WOULD LIKE THE WORLD TO KNOW ABOUT  
THE NETWORK TEAM?

>> ARLENY: SUCH A GREAT QUESTION, ANDY.

WE ALL KNOW OUR NETWORK IS AMAZING AND OUR TEAMS NOR DIFFERENT.

THE AMOUNT OF DEDICATION AND SELF-LESSNESS AND PROBLEM SOLVING IT  
TAKES TO LAUNCH A LEAD NETWORK IS NO EASY FEAT.

WE ARE COMMITTED TO A COMMON PURPOSE OF INNOVATION THROUGH  
COLLABORATION.

OUR NETWORK TEAM IS A GREAT EXAMPLE OF WHAT HAPPENS WHEN YOU EMBRACE  
DIVERSITY AND COMBINE TALENT AND CHALLENGES AND MOST IMPORTANTLY, TEAM  
WORK.

>> ANDY: TEAM WORK IS WHAT IT IS ALL ABOUT.

KYLE, BACKING TO YOU AND EXTEND THE QUESTION.

WHAT MAKES THE NETWORK TEAM SO SPECIAL?

>> KYLE: WELL, I DON'T -- HOW THE HECK DO I TOP THAT?

ARLENY THREW IT OUT OF THE PARK.

THAT IS WHAT IT IS ALL ABOUT.

WE ALL UNDERSTAND OUR ROLES AND OUR JOBS AND WE WORK AS A WELL  
INTEGRATED SYSTEM TO PRODUCE THESE KIND OF TECHNOLOGY INNOVATIONS AND  
COMES REALLY WITH NOT BEING AFRAID TO FAIL, YOU KNOW, TRYING THINGS,  
TESTING THINGS AND JUST KEEPING AND PERSEVERING.

AND IF YOU KEEP DOING IT AND KEEP DOING IT AND YOU ARE A GOOD PERSON  
AND ACT WITH INTEGRITY AND YOU KEEP WORKING AT THIS STUFF, WHAT YOU CAN  
ACHIEVE AS A TEAM IS JUST, YOU KNOW, UNBELIEVABLE.

AND I ALSO SAY THAT WITH OUR PARTNERS OUTSIDE OF VERIZON.

AND I TALK ABOUT, YOU KNOW, ERICSSON AND QUALCOMM AND NOKIA AND SAMSUNG AND APPLE AND CREATING TEAMS PUSHING THE ENVELOPE OF TECHNOLOGY. OUR COMPANY'S CULTURE ALLOWS US TO DO THAT AS ENGINEERS.

AND IT SO MUCH APPRECIATED.

AND YOU KNOW, WE JUST HAVE A FANTASTIC TEAM IS ALL I CAN SAY.

>> ANDY: A WONDERFUL CULTURE TO LEARN AND I KNOW RONAN WILL BE JOINING US.

RONAN, AFTER THE KEYNOTE, WE SPOKE BRIEFLY.

THERE IS RONAN.

WE TALKED ABOUT THE IDEA OF LEARNING MORE.

THIS IS AN OPPORTUNITY FOR US TO SPREAD THE WORD AND REALLY GET OURSELVES EVEN MORE EDUCATED ABOUT THIS AND CONTINUE SPREADING THE WORD.

AS WE TAKE A LOOK UNDER THE HOOD, KYLE, FOR A MOMENT, LET'S TALK ABOUT WHAT MAKES VERIZON 5G SO POWERFUL?

>> KYLE: ALL RIGHT.

SO I MEAN I'M ALWAYS GOING TO START WITH OUR BASIC FUNDAMENTALS.

WE BUILD THE NETWORKS THAT MOVE THE WORLD FORWARD.

OUR LTE NETWORK IS THE BEST NETWORK IN THE NATION.

STILL IS.

HAS BEEN.

ALWAYS WILL BE.

WE CONTINUE TO FOCUS ON THAT.

AND CUSTOMER EXPERIENCE.

AND THEN YOU LAY IN THE 5G NATIONWIDE, FANTASTIC.

NOW 200 MILLION PEOPLE COVERED WITH THE NEW TECHNOLOGY THAT IS GOING TO TAKE THEM INTO THE NEW DECADE.

NOW YOU HAVE A NEW PHONE, AS R & D MONEY IS SPENT AND NEW APPLICATIONS COME AND NEW THINGS COME YOU HAVE 5G.

AND GUESS WHAT, IT WILL ONLY GET BETTER.

WHAT WE DID IS LAUNCHED VSS WHICH ALAWS 4G AND 5G TO SHARE THE SAME SPECTRUM.

IT IS AN EASY TRANSITION TO MOVE FROM 4G TO 5G SO WE THINK THAT WILL BE QUICKER ADOPTION FOR 5G AND CREME DE LA CREME.

THE FASTEST ON EARTH.

AND WE ARE DOING THINGS NOBODY ELSE IN THE WORLD IS DOING AND NOW MAKING IT AVAILABLE TO CUSTOMERS IN EVEN MORE CITIES.

WE LAUNCHED ANOTHER 19 CITIES TODAY AND WE WILL HAVE 60 BY THE END OF THE YEAR.

SO 200 MILLION POPS AND THAT WILL GROW EVERY SINGLE DAY WITH NATIONWIDE.

MORE STADIUMS WITH ULTRA WIDEBAND.

YOU WILL SEE IT ALL.

ALSO, IF THAT IS NOT ENOUGH WE ARE PUSHING THE ENVELOPE ON THE TECHNOLOGY ON ULTRA WIDEBAND.

ANNOUNCING GOING FROM 4 CC.

A SWATH OF SPECTRUM SAY THIS BIG IN ULTRA WIDEBAND TO DOUBLING IT.

AND THAT IS WHAT IS GOING TO EVEN GETTED SPEEDS UP EVEN MORE.

UPLINK, VIDEO CALLS LIKE THIS OVER 200 MEGABITS A SECOND.

ALL SORTS OF THINGS GOING ON WE HAVE BEEN GANGING UP TOGETHER FOR THIS SPECIAL DAY AND WE ARE LAUNCHING INTO THE MARKET AND WE CAN'T WAIT FOR PEOPLE TO TART USING IT.

>> ANDY: I REMEMBER YOU SAID WHILE THE COMPETITION IS DOING LAY-UPS WE WERE SHOOTING THREE-POINT SHOTS.

RIGHT NOW, BACK COURT HALF COURT SHOTS NOW AND NOTHING BUT NET.

YOU KNOW, IT IS FUNNY, I KNOW YOU MENTIONED WE ARE THE ONES LEADING THE WAY.

AND IN A WAY, IT IS COMPANIES LIKE APPLE LOOKING AT THAT AND SAYING WE WANT TO BE A PART OF THIS.

I WANT TO READ SOME COMMENTS WHICH IF YOU ARE WATCHING ON PERISCOPE IS FANTASTIC.

KASEY JARVIS, WHEN HANS CAME WALKING OUT WITH TIM COOK I LITERALLY JUMPED OUT OF MY SEAT.

HASHTAG VZ PROUD.

AND YOU MAY HAVE NOTICE ON THE SPECIAL UP TO SPEED WE TOOK THE SHOW ON THE ROAD.

I'M AT THE 5G CHICAGO LAB.

THE SECOND FLOOR OF THE DESTINATION STORE ON MICHIGAN AVENUE IN CHICAGO.

LOTS OF HISTORY IN THE STORE, OF COURSE.

I'M THE ONLY ONE ON THE FLOOR, BUT YOU CAN BET DOWNSTAIRS WHERE THE RETAIL TEAM IS THE EXCITEMENT CONTINUES TO BUILD.

AND SO SHORTLY AFTER THE KEYNOTE STARTED, I WANTED TO SEE HOW IT WAS GOING BECAUSE I COULD HEAR THE KEYNOTE FROM THE FIRST FLOOR.

I WENT DOWN THERE AND PUT ON MY MASK.

I'M THE ONLY ONE HERE SO THAT IS WHY I HAVE TAKEN IT OFF.

I PUT ON THE MASK AND WENT TO SEE WHAT THE V-TEAMERS HAD TO SAY, ESPECIALLY THE RETAIL TEAM WHO AS YOU WILL BE ABLE TO SEE HERE THE EXCITEMENT IS BUILDING AND CONTINUES TO BUILD.

LET'S ROLL THE VIDEO.

>> WE WERE LUCKY IN CHICAGO TO BE THE FIRST LAUNCH 5G IN THE WORLD.

BUT NOW OUR CUSTOMERS GET TO EXPERIENCE NATIONWIDE 5G AND ULTRA WIDEBAND IN EVEN MORE CITIES.

THAT IS HUGE NEWS AND A BILLING COMPETITIVE ADVANTAGE.

>> I THINK IT IS AMAZING.

I THINK CUSTOMERS WILL REALLY LOOK FORWARD TO THIS.

YOU KNOW, THE ENTHUSIASM IS DEFINITELY THERE, YOU THINK IT IS AMAZING IT -- I THINK IT IS AMAZING IT WILL BE NATIONWIDE.

CUSTOMERS WILL COME IN LOOKING FOR THAT AND THEY WILL BE TOTALLY EXCITED.

>> FIRST IT WAS JUST A THOUGHT AND JUST TO SEE EVERYTHING ROLL OUT AND HOW BIG IT HAS BECOME AND ALL OF THE DIFFERENT LIKE PHONES AND NOW 5G IS PRETTY AMAZING.

>> THE FACT THAT WE WERE ABLE TO COMBINE THAT WITH THE IPHONE ALLOWS US TO REACH MORE CUSTOMERS AND KEEP PROVIDING THE GREAT EXPERIENCE THAT 5G OFFERS OUR CUSTOMERS.

>> ANDY: HOW EXCITE.

IT WAS EXCITING TO SEE THE LIGHT IN EVERYONE'S EYES AS WE SAW HANS ON STAGE WITH TIM COOK AS OUR CUSTOMERS WERE STARTING TO REALIZE WHAT WAS GOING ON AND ASKING ABOUT IT RIGHT THEN AND THERE.

SECONDS AFTER THE ANNOUNCEMENT WE WERE ALREADY TELLING FOLKS ABOUT WHAT WAS HAPPENING.

SUPER EXCITING AND KUDOS TO THE MAG MILE STORE HERE IN CHICAGO.

THIS STORE AS OUR TEAM TALKED ABOUT HAS SEEN SOME AMAZING MOMENTS.

LET'S TAKE A QUICK STROLL DOWN MEMORY LANE AND TAKE THE NEXT VIDEO.

IT WAS IN THIS VERY STORE 18 MONTHS AGO, CEO RONAN DUNNE HELPED CONNECT THE VERY FIRST AND WORLD'S FIRST COMMERCIAL 5G MOBILITY CUSTOMER.

I CAN'T BELIEVE IT WAS 18 MONTHS AGO.

A GREAT SOURCE OF PRIDE FOR YOU HOMETOWN AND OUR NETWORK TEAM.

IT HAS SEEN HISTORIC COMPANY MOMENTS AND THAT CONTINUES TODAY.  
LET'S BRING IN RONAN WHO JOINS US LIVE.  
AN EXCITING DAY.

YOUR THOUGHTS ON WHAT IT MEANS NOT ONLY FOR THE COMPANY BUT ALSO FOR  
THE CUSTOMERS WE SERVE?

>> RONAN: FIRSTLY, LET ME REITERATE WHAT I SAID EARLIER.  
IT IS TEAM WORK THAT MAKES THE DREAM WORK.

AND YOU KNOW, THE TEAM IN THE NETWORK ARE JUST IS SECOND TO NONE AND  
WORLD CLASS IN EVERYTHING THEY DO.

IT IS THE DEDICATION TO THE DETAIL THAT MAKES THE DIFFERENCE.  
YOU CAN'T JUST BECOME A SUCCESSFUL NETWORK OVERNIGHT.

THE WE BUILT THE FIRST 4G NETWORK AND ALLOWS US THE AGILITY TO SET  
THE MARKET IN 5G.

KUDOS TO THEM.

AND NOW IS THE TIME TO CELEBRATE ON BEHALF OF THE CUSTOMERS AND  
CREATE THE OPPORTUNITY TO BRING 5G AND THE EXPERIENCE TO LIFE.

KYLE AND I AGREE ON THIS.

WE WILL NOT IN THE TECH BUSINESS.

WE ARE IN THE EXPERIENCE BUSINESS.

BUT THE BEST EXPERIENCES ARE DELIVERED WITH THE VERY BEST OF  
TECHNOLOGY.

AND SO REALLY KYLE AND HIS TEAM ARE HANDING OFF NOW TO THEIR  
PARTNERS IN CONSUMER AND IN BUSINESS TO BRING THIS WORLD-CLASS TECHNOLOGY  
TO LIFE ON BEHALF OF OUR CUSTOMERS.

AND THAT IS WHAT IS REALLY, REALLY EXCITING BECAUSE AT THE END OF  
THE DAY, OUR EXISTENCE IS BASED ON THAT INTERFACE OF THE BRAND WITH THE  
CUSTOMER.

AND OUR BRAND IS THE PEOPLE WE SERVE IN THE FRONT LINE EVERY SINGLE  
DAY.

AND TO THINK I'M MOST EXCITED -- THE THING I'M MOST, CITED ABOUT  
TODAY IS THE REACTION IN THE RETAIL STORE AND THE CUSTOMER SERVICE  
ENVIRONMENT, THE PEOPLE WHO THEIR HEADS HELD HIGH AND WHO WERE WOWED WHEN  
HANS WALKED ON THE STAGE AND THOUGHT WOW, THIS IS REALLY, REALLY SPECIAL.

THAT IS WHAT IS SO EXCITING ABOUT THIS.

BUT IT IS ALSO TRUTHFUL FOR ALL OF US AN OPPORTUNITY TO REALLY MAKE  
THIS COUNT AND MAKE THIS MATTER.

IT IS GREAT TO HAVE THE OPPORTUNITY AND GREAT TO BE INVITED TO THE  
PARTY BUT GUESS WHAT?

WE HAVE A GREAT OPPORTUNITY TO MAKE A HUGE IMPRESSION ON THE ENTIRE  
MARKETPLACE.

AND SO I JUST SAY TO EVERYBODY, YOU KNOW, WE ARE HERE TO SUPPORT YOU  
NOW AS WE BRING THIS NEXT WAVE OF OPPORTUNITY TO OUR CUSTOMERS.

COMING TO MORE CITIES EVERY SINGLE WEEK.

EVEN MORE BY THE END OF THE YEAR FOR ULTRA WIDEBAND AND, OF COURSE,  
LIGHTING UP 200 MILLION CONSUMERS A 5G NATIONWIDE NETWORK.

REALLY SPECIAL.

I'M PARTICULARLY EXCITED TO SHOWCASE THE USE CASES AND EXPERIENCES  
FOR THE GAMERS AMONG YOU AND THE PEOPLE WHO ARE SPORTS FANS AMONG YOU AND  
THE PEOPLE THAT WERE ENTERTAINMENT FANS AMONG YOU.

THIS IDEA OF THE PROBABLY LEAST EXPLOITED OPPORTUNITIES IN THE  
NETWORK IS THE UPLINK.

THINK THE NEXT TIME YOU ARE OUT AT A LIVE EVENT AND STREAMING 4 K  
OUT OF THE VENUE TO YOUR FRIENDS.

AND THE PERSON BESIDE YOU CAN'T EVEN GET A TEXT MESSAGE OUT.

THAT IS THE VERIZON DIFFERENCE.

>> ANDY: CERTAINLY IS, RONAN.

WHEN WE THINK ABOUT HOW FAR WE HAVE COME AND WE WILL EXTEND THE QUESTION TO KYLE AS WELL.

WHEN YOU THINK ABOUT THAT DAY IN APRIL IN 2019, WALKING IN TO THIS STORE AND HANDING THE FIRST CUSTOMER, THE VERY FIRST COMMERCIAL MOBILE 5G DEVICE AND YOU THINK ABOUT WHERE WE ARE NOW.

TALK TO US ABOUT YOUR REFLECTIONS AND JUST THE JOURNEY THIS HAS BEEN FOR OUR TEAM?

>> RONAN: I WAS IN THE STORE THAT DAY AS YOU RIGHTLY SAY AND WE SCURRIED OUT BECAUSE THERE WAS RUMOR THAT SOMEBODY IN KOREA MIGHT BE LAUNCHING A NETWORK.

I MET OUR FIRST COMMERCIAL CUSTOMER AND SHE IS RUNNING FOR ELECTED OFFICE THIS TIME AROUND.

BEST OF LUCK TO YOU.

THE JOURNEY HAS BEEN INCREDIBLE.

WE MET THE NETWORK TEAM THAT DAY AND SOME PEOPLE OF MOTOROLA AND THAT ORGANIZATION THAT WAY.

IT IS THE ECOSYSTEM AND PERVASIVE IMPACT THAT IS SO SIGNIFICANT.

THE FACT THAT WE ARE BEEN REDEFINING THE AGENDA FOR PORTIONS AS BIG AND POWERFUL AS AMAZON AND THEIR AWS AND SAMSUNG AND ERICSSON AND DISNEY.

THESE ARE HUGE, HUGE ORGANIZATIONS.

MASSIVE BRANDS AND THEIR PARTNER OF CHOICE CONSISTENTLY IS VERIZON.

GUESS WHAT.

WE ONLY SCRATCHED THE SURFACE.

THIS IS HIKE DAY ONE.

EVEN THOUGH IT FEELS LIKE THE END OF A OUR JOURNEY FOR THOSE BUILDING AND BUILDING AND BUILDING THIS IS LIKE OPENING THE DOOR TO OPPORTUNITY.

AND NOW WE HAVE TO WALK THROUGH ON BEHALF OF OUR CUSTOMERS AND BRING THESE OPPORTUNITIES TO LIFE AND NEED TO BE WORKING WITH THE GAMERS.

WE NEED TO BE WORKING WITH THE APP ECOSYSTEM.

WE NEED TO BE WORKING WITH ALL OF THESE PEOPLE AND JUST HELPING THEM TO DISCOVER THE AMAZING CAPABILITIES OF 5G AND THE NETWORK THAT KYLE AND HIS TEAM HAVE BUILT.

>> ANDY: WONDERFUL.

THE DAY ONE MENTALITY.

IT WAS DAY ONE AND WE WILL BUILD MORE ON THE FIRST DAY AND TODAY IT FEELS THE SAME WAY.

AS WE EXTEND THE CONVERSATION HERE TO KYLE, YOUR THOUGHTS REFLECTING ON THAT JOURNEY FROM THAT VERY FIRST DAY WE TURNED ON 5G TO RIGHT NOW?

GIVE US YOUR THOUGHTS ON THAT JOURNEY?

>> KYLE: FIRST, I MEAN YOU KNOW, IT IS UP AND DOWN.

I MEAN IT IS UP AND DOWN.

THE TEAMS ARE JUST SO RESILIENT AND DON'T TAKE NO FOR AN ANSWER OR FAILURE IS NOT AN OPTION.

WE WE COMMIT TO SOMETHING WE CALL THE SHOT AND HIT THE SHOT.

AMONG ALL THIS COVID KIND OF CRAZINESS AND WITH THE -- ALL OF THE HURRICANES THAT WE ARE HAVING AND THE FIRES AND ALL THESE HER TO THINGS, THE TEAMS HAVE PERSEVERED THROUGH IT ALL.

AND LISTEN, SOME DAYS WEREN'T GOOD, MAN.

LIKE SOME DAYS WE WOULD BE TESTING SOFTWARE OR HARDWARE AND IT WASN'T WORKING.

AND IT'S DIFFICULT, RIGHT?

BUT THEN WE KEEP WITH IT AND WORK.

WE HAVE DONE FOR THIS POINT AND I LOVE WHAT RONAN IS SAYING THERE.  
THIS IS ONLY THE BEGINNING.

MOST OF OUR TEAM IS OUT THERE BUILDING NETWORK.

THEY WILL WATCH THIS ON REPLAY PROBABLY.

BUT PART OF THE TEAM IS OUT THERE LAYING FIBER AND PUTTING NEW SITES  
UP AND SOFTWARE IN AND DRIVE TESTING AND OPTIMIZING AND MAKING SURE THAT  
EVERY SINGLE DAY WE GET BETTER AT IT.

SO IT IS JUST THE -- FOR THE, YOU KNOW, ROMAN SAID IT, THIS TEAM IS  
THE BEST IN THE WORLD AT WHAT THEY DO AND THEY WILL IT IN TO KNOCK IT OUT  
OF THE PARK AND COULDN'T BE ANY PROUDER.

>> ANDY: FANTASTIC, KYLE.

THANK YOU.

AND AS WE START TO CLOSE HERE, I WANT TO GIVE BOTH OF YOU A CHANCE  
FOR CLOSING THOUGHTS AS WE THINK ABOUT WHAT THIS MEANS FOR ALL OF US.

RONAN, OUR UP TO SPEED THIS EPISODE IS PUBLIC-FACING BUT LEAD TEAM  
CELEBRATING AND CUSTOMERS AND MEDIA WATCHING I'M SURE.

YOUR MESSAGE IN TERMS OF WHAT THIS DAY MEANS FOR US AND WHAT WE  
SHOULD ALL BE THINKING ABOUT AS WE HEAD TOWARDS THE NEXT STEPS.

>> ANDY: THE.

>> RONAN: WE COULDN'T BE PROUDER TO BRING THIS TO LIFE.

IT IS OUR HONOR AND PRIVILEGE TO BE ABLE TO BRING THE BEST IN CLASS  
EXPERIENCES TO YOU AND YOU HAVE OUR COMMITMENT TO MAKE 5G IMPOSSIBLE TO  
IGNORE.

TO THOSE IN THE V-TEAM A HUGE THANK YOU FOR THE RELENTLESS  
COMMITMENT AND FOCUS ON EXPERIENCE AND DELIVERING TO MEET AND EXCEED  
CUSTOMER EXPECTATIONS FROM EVERY ENGINEER TO EVERYONE, OUR OPERATING AND  
MARKETING COLLEAGUES.

AND SHOUTOUT TO THE COMES TEAM TODAY WHO YOU KNOW PEOPLE WHO KNOW  
ME, I LIKE A BIT OF A STORY TELL AND THE MOST IMPORTANT THING IS THAT WE  
HAVE A COMPELLING NARRATIVE THAT EXCITES AND ENGAGES BOTH CUSTOMERS AND  
EMPLOYEES AND WHO BETTER TO DO THAT THAN A WORLD-CLASS COMMUNICATIONS  
TEAM.

THANK YOU TO THE COMS TEAM FOR THE SUPPORT AND TO YOU ANDY AND THE  
TEAM FOR TELLING THE STORY TODAY AND EVERY DAY.

>> ANDY: IT IS A PRIVILEGE AS ALWAYS TO BE STANDING ON THE SHOULDERS  
OF OUR COLLEAGUES AND TELLING THE STORIES.

CONGRATULATIONS TO YOU AND OUR HEEDERS AND YOUR ENTIRE TEAM.

KYLE, OVER TO YOU FOR FINAL THOUGHTS AS WELL.

>> KYLE: THE FINAL THOUGHTS.

A HUGE THANKS TO EVERYBODY OBVIOUSLY.

BUT LIKE RONAN SAID, WE ARE JUST AT THE BEGINNING NOW.

NOW, WHAT I GET SO EXCITED ABOUT IS WHAT THESE AS HANS CALLS THEM,  
THE CININNATICYS AND CAPABILITIES.

HOW THOSE MANIFEST INTO HELPING OUR CUSTOMER IS CONSUMER SIDE DO NOR  
WITH THEIR LIVES AS WELL AS THE ENTERPRISE SIDE.

AND SO I'M JUST BLESSED THAT WE ARE ABLE TO -- WE HAVE GOTTEN TO  
THIS POINT.

BUT I'M HUMBLER AND LOOKING FORWARD TO MORE INNOVATION AND DOING  
GREAT THINGS FOR CUSTOMERS.

THAT IS WHERE I WOULD LEAVE IT.

>> ANDY: WE ARE BLESSED TO BE SHARING THESE STORIES AS RONAN  
MENTIONED AND KYLE CONGRATULATIONS TO YOU AND YOUR TEAM AS YOU CONTINUE  
TO SHOUT IT.



YES, YES, LET'S GO AHEAD AND GIVE IT A LITTLE CLAP THERE!  
THE ENGINEERS ARE CLAPPING AS WELL.

I WILL END IT WITH THIS, FOLKS AS WE WRAP UP THIS SPECIAL UP TO  
SPEED.

WE HAD QUITE A FEW PERISCOPE COMMENTS AND I DID WANT TO CALL OUT A  
COUPLE HERE AS WE ARE APPROACHING 3:30 EASTERN.

WE HAD ONE HERE.

AT JMM UNDERSCORE VZ, MY SON ASKED HOW DO I BECOME A CEO AND STARTED  
GOOGLING IT.

HASHTAG THANKS, HANS.

NOT ONLY LAUNCHING THE NEXT GENERATION NETWORK BUT STARTING TO PIECE  
TOGETHER WHAT THEY WILL DO WITH THE WORLD.

THAT IS COOL.

AND MY CAUGHTER TOTALLY FREAKED OUT YELLING THAT GUY WITH THE ACCENT  
IS AT THE APPLE LOUNGE.

ROMAN IS HOWLING IN THE BACKGROUND THERE.

THAT MAN WITH THE ACCENT.

I'M SURE WE WILL BE TALKING TO HIM LATER THIS WEEK AS WELL.

ON BEHALF OF HANS AND OUR ENTIRE LEADERSHIP TEAM AND, OF COURSE, OUR  
V-TEAM, IT IS A PRIVILEGE TO SHARE A DAY LIKE THIS WITH YOU AND A SHOUT  
OUT, OF COURSE, TO THE COMS TEAM AS WELL BEHIND SCENES AND TECH CREW  
MAKING SURE THAT WE ARE ABLE TO CONNECT LIKE THIS, ESPECIALLY AT A TIME  
WHEN THINGS ARE VERY CHALLENGING.

DESPITE THE CHALLENGES WE ARE MEETING AND EXCEEDING AND WE GET TO  
CELEBRATE WITH EACH OTHER AND IT HAS BEEN A PRIVILEGE CELEBRATING WITH  
YOU TODAY.

5G JUST GOT REAL.

AND UNTIL NEXT TIME, YOU'RE UP TO SPEED.

THANKS FOR WATCHING!