

Serving Houston Better

# Partnering for a better connected Houston

## Partner Profile

Working with Verizon, ESP helps customers function better than ever before with Verizon wireless solutions that Steve and ESP install. They have helped overcome a variety of challenges throughout Houston to improve services and connectivity for its residents.



### Steve Phelan

ESP Enterprises

Verizon partner since 2021

Steve Phelan's ESP Enterprises installs and maintains the critical communications equipment that keeps customer's functioning – including technology for vital infrastructure from first responders to city government offices.

Steve came from telecom, as an executive tasked with laying fiber. He founded ESP Enterprises in 2002, and much of their work has been on transit projects with bus and rail systems across the U.S. and Canada. His background in telecom made him a natural fit later when the chance materialized to work with Verizon. As a citizen of Houston, he welcomed the opportunity to be a part of making it by being involved with Houston's transition to smarter technologies. He credits Verizon for engaging ESP in a meaningful way at the front end of their relationship to ensure their mutual success. "What big company does that?" he laughs.

"What I've learned from Verizon is that big companies actually can communicate. Verizon is a communications company that communicates. What makes them unique is the high level of management involved in projects and collaborating with us. Because of that, we've run more efficiently and that's what makes working with Verizon different."

### Verizon's commitment to a diverse city

Verizon commits over \$1 billion a year to small businesses. Our team was created to recruit and help small and diverse companies succeed in the Public Sector landscape. We rely on businesses that possess extensive agency experience and a track record of delivering competitive solutions, and look for partners with unique capabilities and experience in managed services, security and advanced communications.

Verizon invested:

- \$55B with diverse suppliers over 10 years
- \$6.8B direct and indirect with diverse suppliers in 2022