

# ***NEWS RELEASE***



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## **Verizon Partner Solutions Adds Wireless Mobile Voice and Broadband Services to Wholesale Product Portfolio**

*Verizon Wholesale Mobility Solutions Suite Offers New Value-Added  
Services to Clients That Use Verizon Wireline Network Products*

*Lightyear Network Solutions is First to Sign Up for New Services*

**NEW YORK** – Verizon is adding new arrows to the quivers of its wholesale partners, with the introduction of wireless voice and broadband options for creating bundles of wireline and wireless services.

The Verizon Wholesale Mobility Solutions suite of services is now part of the portfolio of products offered by Verizon Partner Solutions (VPS), a leading wholesale provider of networks and network services to competitive local exchange carriers (CLECs) and other telecommunications providers based in the United States. The introduction of Verizon Wholesale Mobility Solutions presents VPS wholesale clients with the opportunity to bundle their full-service Verizon wholesale wireline services with wireless voice, text messaging and

mobile broadband services to offer their retail end-users a single source for both fixed and mobile voice and broadband services.

“The demand for bundled wireline and wireless services continues to grow across every segment of the communications marketplace,” said Michael Millegan, president of Verizon Partner Solutions. “The introduction of Verizon Wholesale Mobility Solutions enables us to offer our traditional wholesale wireline clients with new value-added wireless services to address that demand while, at the same time, expanding their business relationships with Verizon Partner Solutions.”

J. Sherman Henderson III, founder, president and chief executive officer of Lightyear Network Solutions LLC – the first VPS client to sign up for Verizon Wholesale Mobility Solutions services for use in serving its retail customers – agrees with that assessment.

“Single-source service bundles mean convenience, simplicity and value to both the business and residential customers that Lightyear Network Solutions serves nationwide,” said Henderson. “Our agreement with Verizon Partner Solutions will enable us to deliver those benefits to our customers, backed by the power of the Verizon networks and the attentive customer care of Lightyear.”

The Verizon Wholesale Mobility Solutions suite is comprised of two wireless service offerings: Verizon Wholesale Mobile Voice and Verizon Wholesale Mobile Broadband.

Verizon Wholesale Mobile Voice offers wireless calling plans with a choice of designated minutes of use allowances per month. Each plan includes Call Waiting, Call Forwarding, Three-Way Calling, No Answer/Busy Transfer, Caller ID, and Basic Voice Mail at no additional monthly fee. Premium features, like Enhanced Voice Mail, monthly mobile-to-mobile minutes and directory assistance, are each available at an additional monthly charge.

In addition to voice plans, wholesale clients can offer text-messaging plans with a choice of designated message allowances per month to end-users that have also purchased wireless voice service. Optional international messaging and premium messaging packages are each available at an additional monthly charge.

Verizon Wholesale Mobile Broadband offers high-speed wireless Internet access via laptop computers with a choice of designated packet data transport MB allowances per month. This product can be sold as either a stand-alone service or as an addition to a voice calling plan. In addition to wireless network services, Verizon Wholesale Mobility Solutions provides wholesale clients with tools that enable them to become one-stop wireline and wireless services providers.

These include:

- Web-based ordering platform for both service and equipment.
- “White label” wireless handsets, accessories and wireless aircards.
- Over-the-air activation of service.
- Direct shipment of equipment to the wholesale client or its end-user.
- Number portability and E911.
- End-user billing information and call detail.
- Technical and equipment support.

“We’ve packaged Verizon Wholesale Mobility Solutions to allow our wholesale clients to plug these outstanding wireless services into their existing marketing, sales and customer service operations,” said Millegan. “Our intent is to enable our wholesale clients to get up-and-running as quickly as possible to leverage this exciting new business opportunity with seamless support.”

John S. “Josh” Henderson IV, president of Lightyear Wireless and senior vice president of sales and marketing for Lightyear Network Solutions LLC, said, “Our representatives and agents are very excited at the prospect of offering mobility services to our customers. The

Lightyear Wireless product will complement the current stable of wireline products we offer through Verizon Partner Solutions.”

The Verizon Wholesale Mobility Solutions suite is only available to VPS wholesale wireline service clients, after Verizon and those clients execute a wireless resale arrangement. Pricing is based on the volume of mobile directory numbers (MDNs); and mobility services require the purchase of applicable, companion wireline services by the wholesale client. For more information on Verizon Wholesale Mobility Solutions, visit the Verizon Partner Solutions Web site (<http://www22.verizon.com/wholesale/>).

Lightyear Network Solutions, LLC was founded in 1993 when J. Sherman "Sherm" Henderson III began operations under the name of UniDial. Sherman Henderson was named one of the top 25 Most Influential People in Telecommunications and has been elected for six consecutive terms as Chairman of Comptel, the leading industry association representing communication service providers. Lightyear markets and sells telecommunication services to medium to small businesses and residential consumers primarily through independent agents and representatives throughout the country. Lightyear built its own VoIP network in 2004 to enhance its product offerings to its customers. Lightyear has partnered with some of the biggest names in telecom including: Verizon, AT&T, Level 3, Qwest, Sprint, Embarq, PAETEC, Sylanro, Cisco, Adtran, Voicecom, Iperia and Acme Packet. Lightyear is located in Louisville, Kentucky. Additional information about Lightyear can be found at [www.lightyear.net](http://www.lightyear.net).

Verizon Communications Inc. (NYSE:VZ), headquartered in New York, is a leader in delivering broadband and other wireline and wireless communication innovations to mass market, business, government and wholesale customers. Verizon's Wireline operations include Verizon Business, which delivers innovative and seamless business solutions to customers around the world, and Verizon Telecom, which brings customers the benefits of converged communications, information and entertainment services over the nation's most advanced fiber-optic network. A Dow 30 company, Verizon employed a diverse workforce of approximately 232,000 as of the end of the first quarter of 2008 and last year generated consolidated operating revenues of \$93.5 billion. For more information, please visit [www.verizon.com](http://www.verizon.com).

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