



Verizon Sales Rep Info



National Purchasing Partners



About Us



- Owned by non-profit hospitals
- Marketing organization focused on speeding up the sales cycle
- Over 200,000 member companies across 12 vertical markets
- Membership is free
- Verizon partners since 2007
 - Over 5 million lines
 - Verizon available in multiple vertical markets

Verizon Benefits for NPP Members



Offer Details

- 22% off corporate eligible lines
- 18% off employee eligible lines
(with paperless billing)
- 35% off corporate accessories
- 2 corporate lines required
- Quarterly promotions
- Additional NPP partner offers

verizon[✓]

The Nation's Most Advanced Wireless Network Available

22% Off Corporate Eligible and **18% Off** Employee Eligible Accounts From Verizon

Offer applies to all eligible corporate and employee calling plans **\$34.99** and higher, plus free activation.*

NPP members have access to discount pricing on many products and services. Register today and join the thousands of companies that save money everyday.

Eligible industries include:

- Accounting
- Energy
- Agriculture
- Finance
- Commercial Real Estate/Property Management
- Hospitality
- Insurance
- Construction
- Legal
- Transportation

GET STARTED

NPP membership is free.

- Visit www.mynpp.com, click on "Join Now."
- Select "Company" then select the Market Segment that best describes your company.
- If applicable, select an association from the Association drop down menu.
- Complete the registration form.

*In order to qualify for the Verizon discount the entity must derive all or substantially all of its revenue from owning, operating or managing businesses in their industry. All Verizon Wireless offers are for a limited time only and are subject to equipment availability. Verizon Wireless reserves the right to change or modify all offers at any time without notice. All terms and conditions are subject to and governed by Verizon Wireless' Agreement with Customer including, but not limited to, Customer eligibility requirements. Every effort is made to ensure the accuracy of the Verizon Wireless offers, however, Verizon Wireless is not responsible for any errors or omissions. ©2015 National Purchasing Partners

npp mynpp.com
800.810.3909
customerservice@mynpp.com

Who qualifies for NPP?



Verizon Eligible Industries



CONSTRUCTION



TRANSPORTATION



ENERGY



LEGAL



HOSPITALITY



AGRICULTURE



FINANCE/INSURANCE



**PROPERTY MANAGEMENT,
REAL ESTATE**

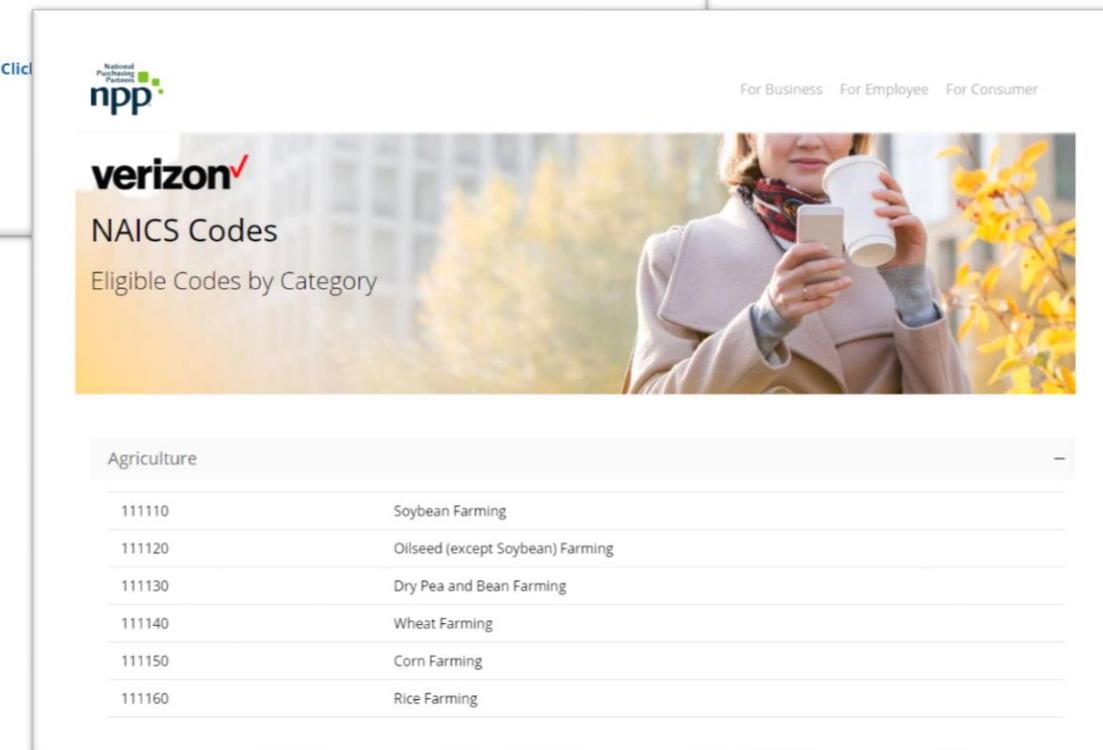
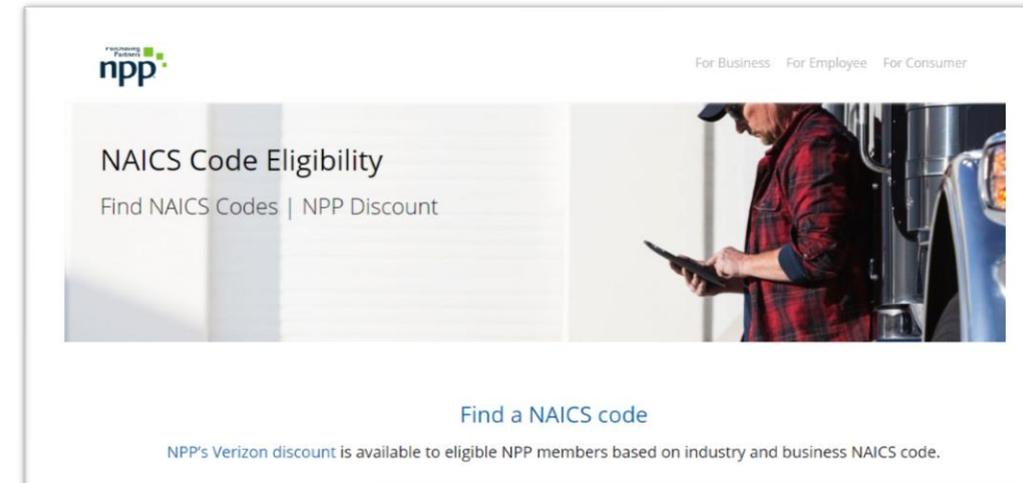
Verizon Eligibility



Eligibility Requirements

- Eligibility is **NAICS*** based
- We have added 104 NEW NAICS Codes
 - *Highlighted in green on slides 6-14*
 - The full list of all eligible NAICS Codes:
https://mynpp.com/landing_page/naics-code
- Benefits:
 - Instantly know if the company qualifies
 - Quick processing time

***North American Industry Classification System**



Eligible NAICS Codes



Agriculture

111110	Soybean Farming	111422	Floriculture Production	112519	Other Aquaculture	312120	Breweries
111120	Oilseed (except Soybean) Farming	111910	Tobacco Farming	112910	Apiculture	321113	Sawmills
111130	Dry Pea and Bean Farming	111920	Cotton Farming	112920	Horses and Other Equine Production	424440	Poultry and Poultry Product Merchant Wholesalers
111140	Wheat Farming	111930	Sugarcane Farming	112930	Fur-Bearing Animal and Rabbit Production	424460	Fish and Seafood Merchant Wholesalers
111150	Corn Farming	111940	Hay Farming	113310	Logging	424470	Meat and Meat Product Merchant Wholesalers
111160	Rice Farming	111991	Sugar Beet Farming	112990	All Other Animal Production	424480	Fresh Fruit and Vegetable Merchant Wholesalers
111191	Oilseed and Grain Combination Farming	111992	Peanut Farming	114111	Finfish Fishing	424510	Grain and Field Bean Merchant Wholesalers
111199	All Other Grain Farming	111998	All Other Miscellaneous Crop Farming	114112	Shellfish Fishing	424520	Livestock Merchant Wholesalers
111211	Potato Farming	112111	Beef Cattle Ranching and Farming	114119	Other Marine Fishing	493130	Farm Product Warehousing and Storage
111219	Other Vegetable (except Potato) and Melon Farming	112112	Cattle Feedlots	115111	Cotton Ginning		
111310	Orange Groves	112120	Dairy Cattle and Milk Production	115112	Soil Preparation, Planting, and Cultivating		
111320	Citrus (except Orange) Groves	112130	Dual-Purpose Cattle Ranching and Farming	115113	Crop Harvesting, Primarily by Machine		
111331	Apple Orchards	112210	Hog and Pig Farming	115114	Postharvest Crop Activities (except Cotton Ginning)		
111332	Grape Vineyards	112310	Chicken Egg Production	115115	Farm Labor Contractors and Crew Leaders		
111333	Strawberry Farming	112320	Broilers and Other Meat Type Chicken Production	115210	Support Activities for Animal Production		
111334	Berry (except Strawberry) Farming	112330	Turkey Production	115310	Forestry		
111335	Tree Nut Farming	112340	Poultry Hatcheries	311119	Crop Cultivating		
111336	Fruit and Tree Nut Combination Farming	112390	Other Poultry Production	311611	Animal (except Poultry) Slaughtering		
111339	Other Noncitrus Fruit Farming	112410	Sheep Farming	311612	Meat Processed from Carcasses		
111411	Mushroom Production	112420	Goat Farming	311613	Rendering and Meat Byproduct Processing		
111419	Other Food Crops Grown Under Cover	112511	Finfish Farming and Fish Hatcheries	311615	Poultry Processing		
111421	Nursery and Tree Production	112512	Shellfish Farming	311710	Seafood Product Preparation and Packaging		

Codes highlighted in green are the NEW NAICS codes

Eligible NAICS Codes



Construction

236115	New Single-Family Housing Construction (except For-Sale Builders)	238190	Other Foundation, Structure, and Building Exterior Contractors	561730	Landscaping Services
				541340	Drafting
236116	New Multifamily Housing Construction (except For-Sale Builders)	238210	Electrical Contractors and Other Wiring Installation Contractors	541360	Geo Physical Mapping Land Surveyors
236117	New Housing For-Sale Builders	238220	Plumbing, Heating, and Air-Conditioning Contractors	541620	Environment Consulting
236118	Residential Remodelers	238290	Other Building Equipment Contractors		
236210	Industrial Building Construction	238310	Drywall and Insulation Contractors		
236220	Commercial and Institutional Building Construction	238320	Painting and Wall Covering Contractors		
237110	Water and Sewer Line and Related Structures Construction	238330	Flooring Contractors		
237120	Oil and Gas Pipeline and Related Structures Construction	238340	Tile and Terrazzo Contractors		
		238350	Finish Carpentry Contractors		
237130	Power and Communication Line and Related Structures Construction	238390	Other Building Finishing Contractors		
237310	Highway, Street, and Bridge Construction	238910	Site Preparation Contractors		
237990	Other Heavy and Civil Engineering Construction	238990	All Other Specialty Trade Contractors		
		321991	Manufactured Home (Mobile Home) Manufacturing		
238110	Poured Concrete Foundation and Structure Contractors	541310	Architectural Services		
238120	Structural Steel and Precast Concrete Contractors	541320	Landscape Architectural Services		
238130	Framing Contractors	541330	Engineering Services		
238140	Masonry Contractors	541370	Surveying and Mapping (except Geophysical) Services		
238150	Glass and Glazing Contractors	561730	Landscaping Services		
238160	Roofing Contractors	562910	Remediation Services		
238170	Siding Contractors	562991	Septic Tank and Related Services		

Codes highlighted in green are the NEW NAICS codes

Eligible NAICS Codes

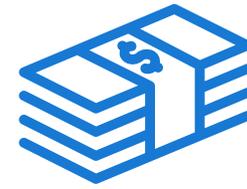


Energy

211111	Crude Petroleum and Natural Gas Extraction	325193	Ethyl Alcohol Manufacturing
211112	Natural Gas Liquid Extraction	424710	Petroleum Bulk Stations and Terminals
211130	Natural Gas Extraction	424720	Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations and Terminals)
212111	Bituminous Coal and Lignite Surface Mining	447110	Gasoline Stations with Convenience Stores
212112	Bituminous Coal Underground Mining	447190	Other Gasoline Stations
212113	Anthracite Mining	454310	Fuel Dealers
213111	Drilling Oil and Gas Wells	486110	Pipeline Transportation of Crude Oil
213112	Support Activities for Oil and Gas Operations	486210	Pipeline Transportation of Natural Gas
213113	Support Activities for Coal Mining	486910	Pipeline Transportation of Refined Petroleum Products
221111	Hydroelectric Power Generation	561990	All Other Support Services
221112	Fossil Fuel Electric Power Generation		
221113	Nuclear Electric Power Generation		
221114	Solar Electric Power Generation		
221115	Wind Electric Power Generation		
221116	Geothermal Electric Power Generation		
221117	Biomass Electric Power Generation		
221118	Other Electric Power Generation		
221122	Electric Power Distribution		
221210	Natural Gas Distribution		
324110	Petroleum Refineries		
325110	Petrochemical Manufacturing		

Codes highlighted in green are the NEW NAICS codes

Eligible NAICS Codes



Finance

521110	Monetary Authorities-Central Bank	523920	Portfolio Management	525920	Trusts, Estates, and Agency Accounts
522110	Commercial Banking	523930	Investment Advice	525990	Other Financial Vehicles
522120	Savings Institutions	523990	All Other Finance Investment Activities	541200	Accounting tax prep book keeping
522130	Credit Unions	523991	Trust, Fiduciary, and Custody Activities	541211	Offices of Certified Public Accountants
522190	Other Depository Credit Intermediation	523999	Miscellaneous Financial Investment Activities	541213	Tax Preparation Services
522210	Credit Card Issuing	524113	Direct Life Insurance Carriers	541214	Payroll Services
522220	Sales Financing	524114	Direct Health and Medical Insurance Carriers	541219	Other Accounting Services
522291	Consumer Lending	524126	Direct Property and Casualty Insurance Carriers	551111	Offices of Bank Holding Companies
522292	Real Estate Credit	524127	Direct Title Insurance Carriers	551112	Offices of Other Holding Companies
522293	International Trade Financing	524128	Other Direct Insurance (except Life, Health, and Medical) Carriers	561440	Collection Agencies
522294	Secondary Market Financing	524130	Reinsurance Carriers	561450	Credit Bureaus
522298	All Other Nondepository Credit Intermediation	524210	Insurance Agencies and Brokerages	561491	Repossession Services
522310	Mortgage and Nonmortgage Loan Brokers	524290	Other insurance related activities	813910	Business Associations*
522320	Financial Transactions Processing, Reserve, and Clearinghouse Activities	524291	Claims Adjusting	813920	Professional Organizations*
522390	Other Activities Related to Credit Intermediation	524292	Third Party Administration of Insurance and Pension Funds	523990	All Other Finance Investment Activities
523110	Investment Banking and Securities Dealing	524298	All Other Insurance Related Activities	524290	Other insurance related activities
523120	Securities Brokerage	525110	Pension Funds	541200	Accounting tax prep book keeping
523130	Commodity Contracts Dealing	525120	Health and Welfare Funds	813930	Labor Unions and Similar Labor Organizations
523140	Commodity Contracts Brokerage	525190	Other Insurance Funds	561311	Employment Placement Agencies
523210	Securities and Commodity Exchanges	525910	Open-End Investment Funds		
523910	Miscellaneous Intermediation				

Codes highlighted in green are the NEW NAICS codes

Eligible NAICS Codes



Hospitality

483112	Deep Sea Passenger Transportation	721120	Casino Hotels
561510	Travel Agencies	721191	Bed-and-Breakfast Inns
561520	Tour Operators	721199	All Other Traveler Accommodation
561591	Convention and Visitors Bureaus	721211	RV (Recreational Vehicle) Parks and Campgrounds
561920	Convention & Trade Show Organizations	721214	Recreational and Vacation Camps (except Campgrounds)
711110	Theater Companies and Dinner Theaters	721310	Rooming and Boarding Houses, Dormitories, and Workers' Camps
711211	Sports Teams and Clubs	722310	Food Service Contractors
711212	Racetracks	722320	Caterers
711310	Promoters of Performing Arts, Sports, and Similar Events with Facilities	722330	Mobile Food Services
712110	Museums	722511	Full-Service Restaurants
712120	Historical Sites		
712130	Zoos and Botanical Gardens		
712190	Nature Parks and Other Similar Institutions		
713110	Amusement and Theme Parks		
713120	Amusement Arcades		
713210	Casinos (except Casino Hotels)		
713910	Golf Courses and Country Clubs		
713920	Skiing Facilities		
713930	Marinas		
713990	All Other Amusement and Recreation Industries		
721110	Hotels (except Casino Hotels) and Motels		

Codes highlighted in green are the NEW NAICS codes

Eligible NAICS Codes



Legal

541110	Offices of Lawyers
541199	All Other Legal Services
922130	Legal Counsel and Prosecution

 Codes highlighted in green are the NEW NAICS codes

Eligible NAICS Codes



Property Management, Real Estate

237210	Land Subdivision
493120	Refrigerated Warehousing and Storage
531110	Lessors of Residential Buildings and Dwellings
531120	Lessors of Nonresidential Buildings (except Miniwarehouses)
531130	Lessors of Miniwarehouses and Self-Storage Units
531190	Lessors of Other Real Estate Property
531210	Offices of Real Estate Agents and Brokers
531311	Residential Property Managers
531312	Nonresidential Property Managers
531320	Offices of Real Estate Appraisers
531390	Other Activities Related to Real Estate
541191	Title Abstract & Settlement offices
561611	Security
561612	Security Guards and Patrol Services
561621	Monitor & Video Surveillance
561622	Locksmiths
561720	Janitorial Services
561740	Carpet and Upholstery Cleaning Services
561790	Other Services to Buildings and Dwellings
811412	Appliance Repair and Maintenance
812930	Parking Lots and Garages

Codes highlighted in green are the NEW NAICS codes

Eligible NAICS Codes



Transportation

423120	Motor Vehicle Supplies and New Parts Merchant Wholesalers	424510	Grain and Field Bean Merchant Wholesalers	483212	Inland Water Passenger Transportation
423130	Tire and Tube Merchant Wholesalers	424520	Livestock Merchant Wholesalers	484110	General Freight Trucking, Local
423140	Motor Vehicle Parts (Used) Merchant Wholesalers	424590	Other Farm Product Raw Material Merchant Wholesalers	484121	General Freight Trucking, Long-Distance, Truckload
423310	Lumber, Plywood, Millwork, and Wood Panel Merchant Wholesalers	424690	Other Chemical and Allied Products Merchant Wholesalers	484122	General Freight Trucking, Long-Distance, Less Than Truckload
423320	Brick, Stone, and Related Construction Material Merchant Wholesalers	424720	Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations and Terminals)	484210	Used Household and Office Goods Moving
423330	Roofing, Siding, and Insulation Material Merchant Wholesalers	424810	Beer & ale merchant wholesalers – we have alcohol	484220	Specialized Freight (except Used Goods) Trucking, Local
423390	Other Construction Material Merchant Wholesalers	424820	Wine and Distilled Alcoholic Beverage Merchant Wholesalers	484230	Specialized Freight (except Used Goods) Trucking, Long-Distance
423420	Office Equipment Merchant Wholesalers	424910	Farm Supplies Merchant Wholesalers	485111	Mixed Mode Transit Systems
423430	Computer and Computer Peripheral Equipment and Software Merchant Wholesalers	424940	Tobacco and Tobacco Product Merchant Wholesalers	485112	Commuter Rail Systems
423520	Coal and Other Mineral and Ore Merchant Wholesalers	424950	Paint, Varnish, and Supplies Merchant Wholesalers	485113	Bus and Other Motor Vehicle Transit Systems
423610	Electrical Apparatus and Equipment, Wiring Supplies, and Related Equipment Merchant Wholesalers	425120	Wholesale Trade Agents and Brokers	485119	Other Urban Transit Systems
423620	Household Appliances, Electric Housewares, and Consumer Electronics Merchant Wholesalers	481112	Scheduled Freight Air Transportation	485210	Interurban and Rural Bus Transportation
423690	Other Electronic Parts and Equipment Merchant Wholesalers	481211	Nonscheduled Chartered Passenger Air Transportation	485310	Taxi Service
423710	Hardware Merchant Wholesalers	483111	Deep Sea Freight Transportation	485320	Limousine Service
423720	Plumbing and Heating Equipment and Supplies (Hydronics) Merchant Wholesalers	483113	Coastal and Great Lakes Freight Transportation	485410	School and Employee Bus Transportation
423730	Warm Air Heating and Air-Conditioning	483114	Coastal and Great Lakes Passenger Transportation	485510	Charter Bus Industry
		483112	Scheduled Freight Air Transportation	485991	Special Needs Transportation
		481211	Nonscheduled Chartered Passenger Air Transportation		
		483111	Deep Sea Freight Transportation		
		483113	Coastal and Great Lakes Freight Transportation		
		483114	Coastal and Great Lakes Passenger Transportation		
		483211	Inland Water Freight Transportation		
		484110	General Freight Trucking, Local		
		484121	General Freight Trucking, Long-Distance, Truckload		
		484122	General Freight Trucking, Long-Distance, Less Than Truckload		
		484210	Used Household and Office Goods Moving		
		484220	Specialized Freight (except Used Goods) Trucking, Local		
		484230	Specialized Freight (except Used Goods) Trucking, Long-Distance		
		485111	Mixed Mode Transit Systems		
		485112	Commuter Rail Systems		
		485113	Bus and Other Motor Vehicle Transit Systems		
		485119	Other Urban Transit Systems		
		485210	Interurban and Rural Bus Transportation		
		485310	Taxi Service		
		485320	Limousine Service		
		485410	School and Employee Bus Transportation		
		485510	Charter Bus Industry		
		485991	Special Needs Transportation		

Codes highlighted in green are the NEW NAICS codes

Eligible NAICS Codes



Transportation (Continued)

485999	All Other Transit and Ground Passenger Transportation	492110	Couriers and Express Delivery Services
486110	Pipeline Transportation of Crude Oil	492210	Local Messengers and Local Delivery
486210	Pipeline Transportation of Natural Gas	493190	Other Warehousing and Storage
486910	Pipeline Transportation of Refined Petroleum Products	532411	Commercial Air, Rail, and Water Transportation Equipment Rental and Leasing
486990	All Other Pipeline Transportation	562111	Solid Waste Collection
487110	Scenic and Sightseeing Transportation, Land	562112	Hazardous Waste Collection
487210	Scenic and Sightseeing Transportation, Water	562119	Other Waste Collection
487990	Scenic and Sightseeing Transportation, Other		
488111	Air Traffic Control		
488119	Other Airport Operations		
488190	Other Support Activities for Air Transportation		
488210	Support Activities for Rail Transportation		
488330	Navigational Services to Shipping		
488390	Other Support Activities for Water Transportation		
488410	Motor Vehicle Towing		
488490	Other Support Activities for Road Transportation		
488510	Freight Transportation Arrangement		
488999	All Other Support Activities for Transportation		

Codes highlighted in green are the NEW NAICS codes

Next Steps

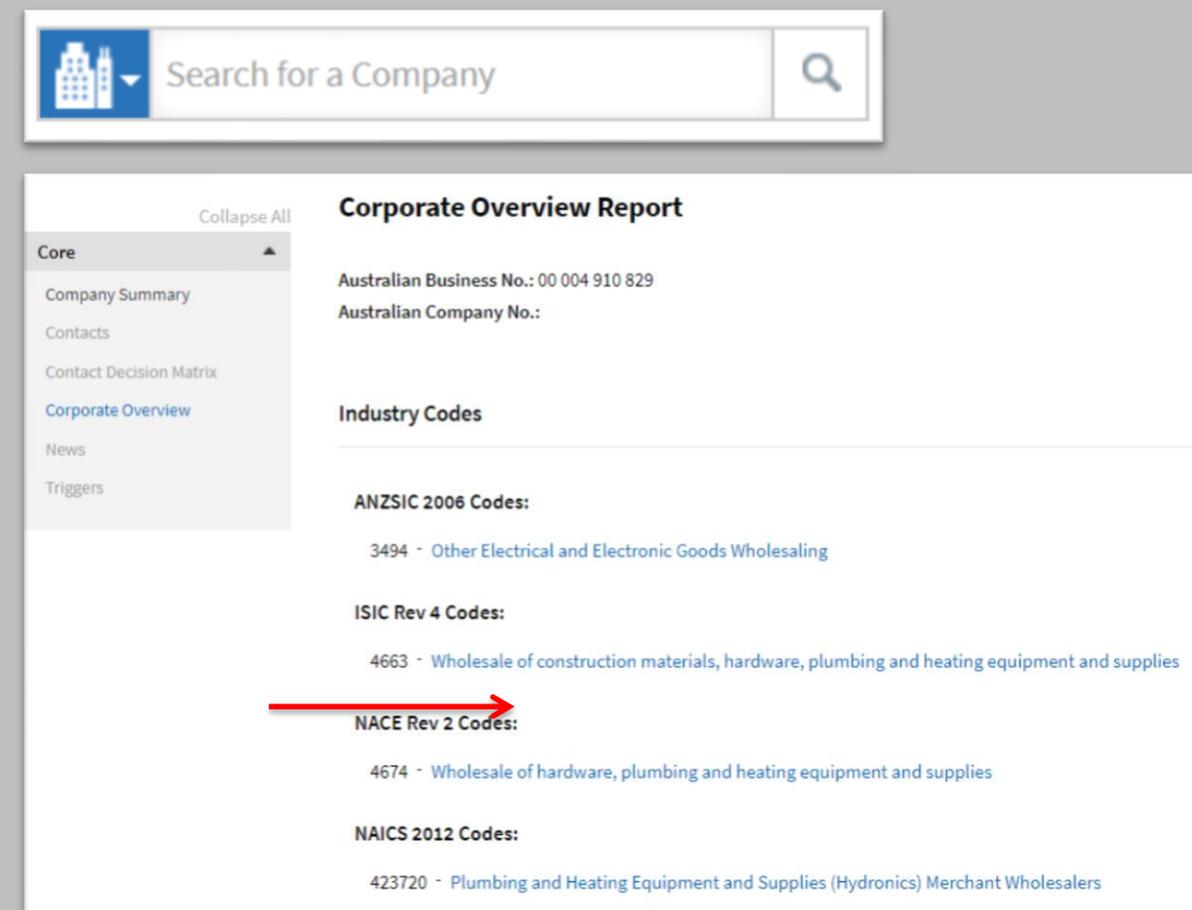
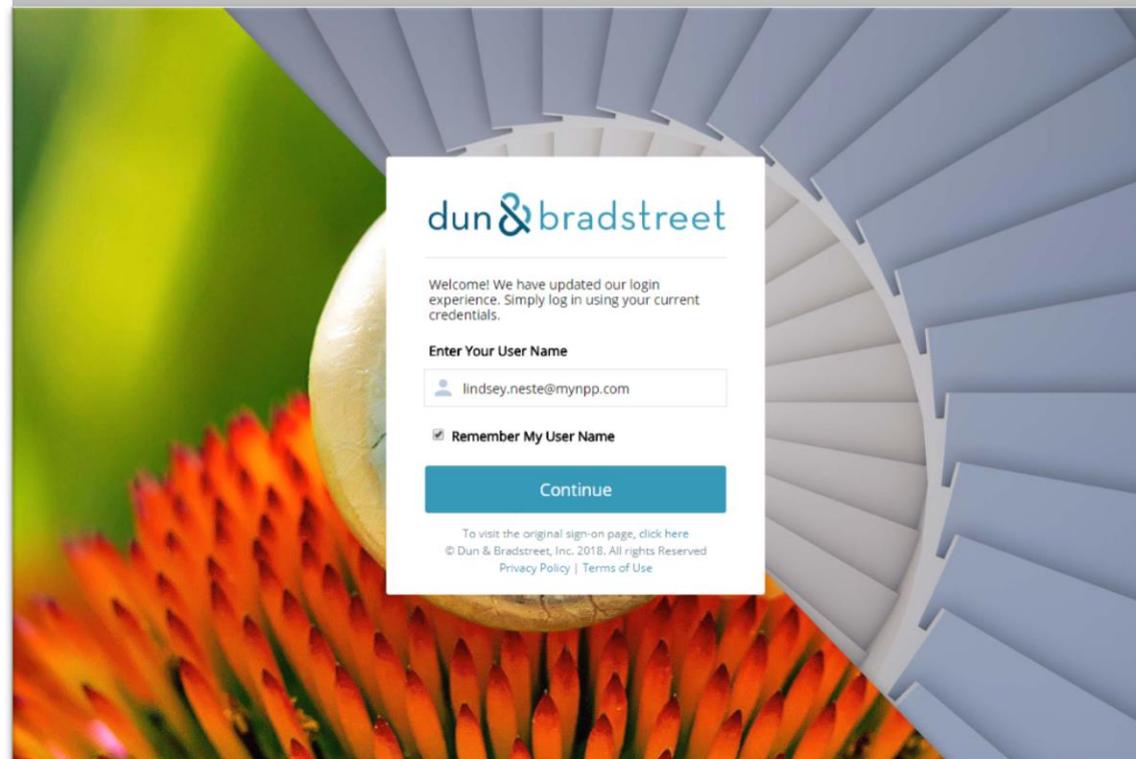
Check with Dun & Bradstreet to see if your customer's NAIC code is eligible.

If eligible, direct your customer to www.mynpp.com to register.

Then Register yourself with NPP Communities at <https://mynpp.com/register-verizon-rep>.

Dun & Bradstreet's NAIC code lookup

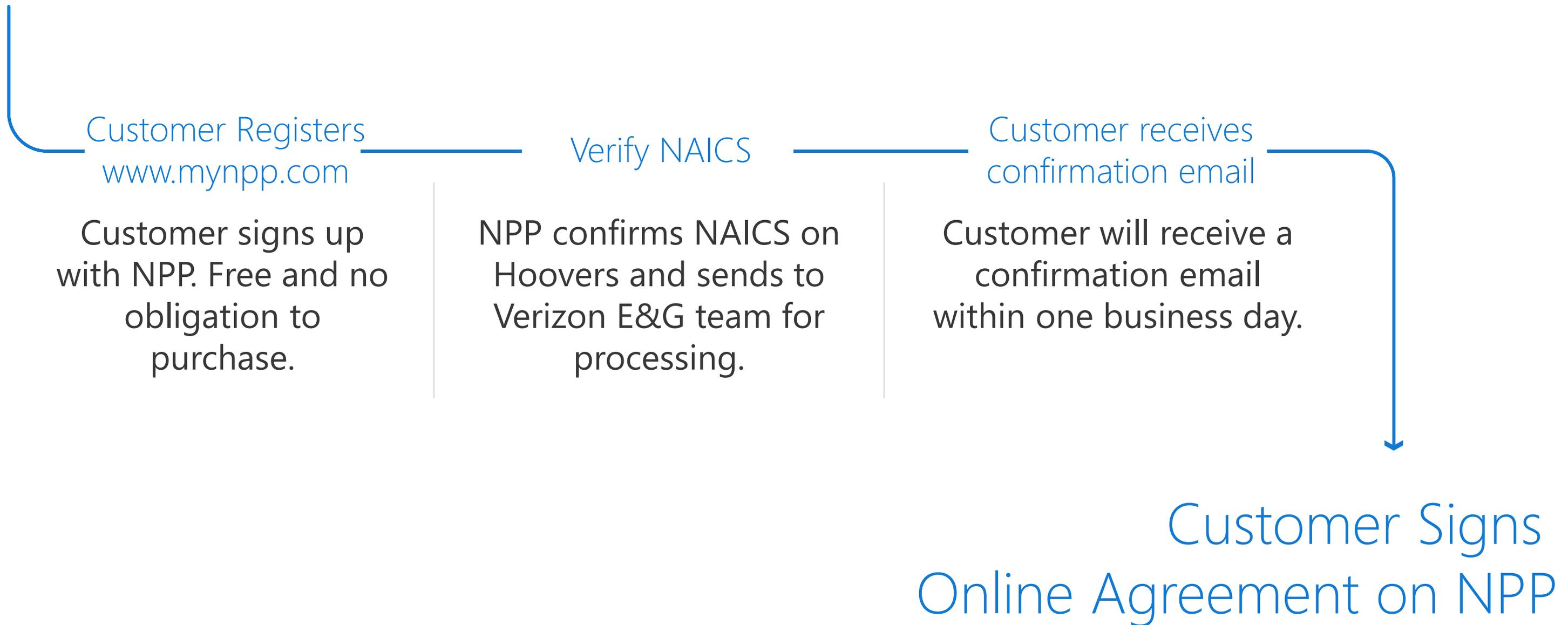
<https://app.avenion.com/login>



Customer Registration Process



Sign Up Steps



NPP Registration



Instructions

Customer will be prompted to enter their rep's name.

NPP will add customer to appropriate community.

The customer will become visible and allow VZW to initiate next steps.

The image shows a series of three screenshots from the NPP website. The top screenshot (Figure 1) is the landing page with the headline "Join NPP. Start Saving. Activate your exclusive Verizon discount." and a "JOIN NOW" button. The middle screenshot (Figure 2) shows the registration form with a red circle around the "I'm interested in the Verizon discount" checkbox. The bottom screenshot (Figure 3) shows the confirmation page with a "Thank you for registering with NPP" message and a "Verify your account" button. A red arrow points from the text on the left to the red circle in the middle screenshot.

Here's how to register with NPP:

1. Click JOIN NOW at mynpp.com
2. Select COMPANY SAVINGS Register my company (Figure 1)
3. Enter your company information (Figure 2)
4. Select "Yes" I'm interested in the Verizon discount (Figure 3)
5. Add your Verizon Rep information

You will receive an email to confirm your NPP account so you can sign the Verizon agreement

About NPP

- Membership is FREE
- Access your 22% Verizon discount*
- 35% off select accessories and more

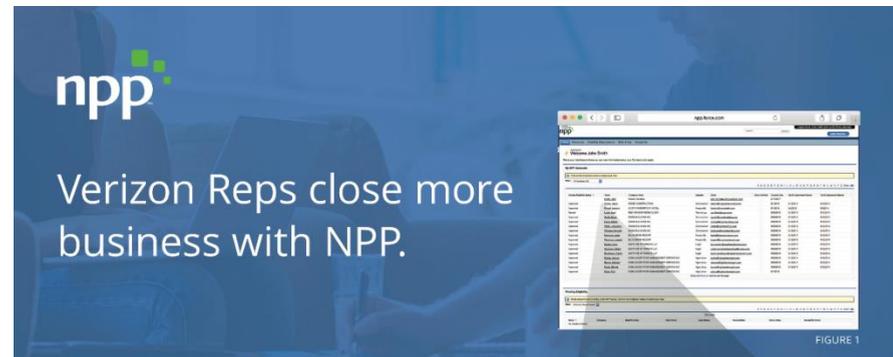
*22% OFF monthly access fees. Corporate liable lines only. \$34.99 or higher, 2 corporate lines required. Industry eligibility requirements apply.

mynpp.com/offer/verizon-wireless

NPP Communities



Benefits



Register with National Purchasing Partners at myntp.com/register-verizon-rep.

Then log in to your personal Salesforce dashboard at <https://npp.force.com/login> (Figure 1).

- Click "View" to see where your customers are in the sales process (Figure 2).
- Find useful marketing materials under the "Resources" tab (Figure 3).

Note: Since Verizon also uses Salesforce, all usernames have to be unique so your username will be your email address post-fixed with ".npp" (e.g. first.last@vzw.com.npp)

The Verizon Rep NPP dashboard features up-to-date customer tracking, conversion data and the latest marketing materials and promotions. See when your customers join NPP, if they are approved, and when they sign OLAS. You can even communicate directly with NPP using Salesforce Chatter.

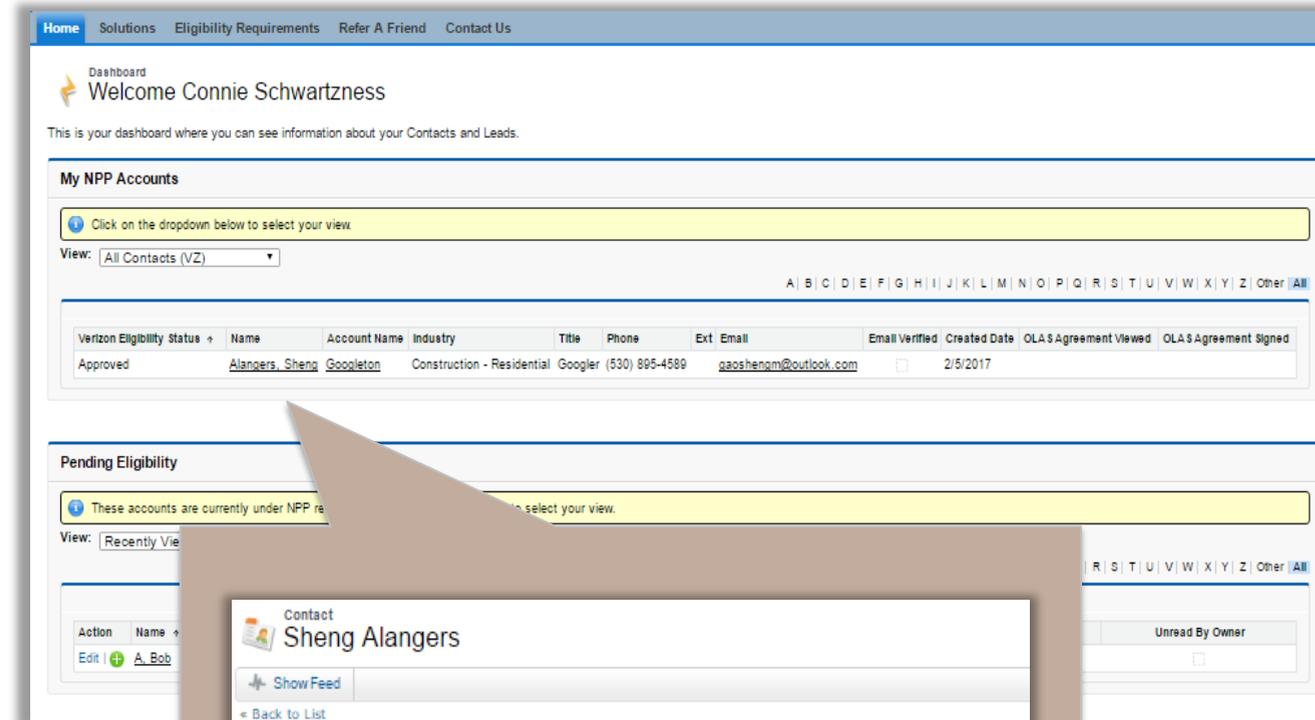
NPP helps Verizon Reps close more business. Register today at www.myntp.com/register-verizon-rep.



FIGURE 2



FIGURE 3



Contact Detail Send Registration Email Reminder to Sign OLAS

Contact Information

Name	Sheng Alangers	Contact Owner	Connie Schwartzness
Company Name	Googleton	Member ID	M-5071157
Industry	Construction - Residential	PRM Lead ID	
Title	Googler		
Email	gaoshengm@outlook.com		
Phone	(530) 895-4589		
Ext			

NPP Communities

Sign Up

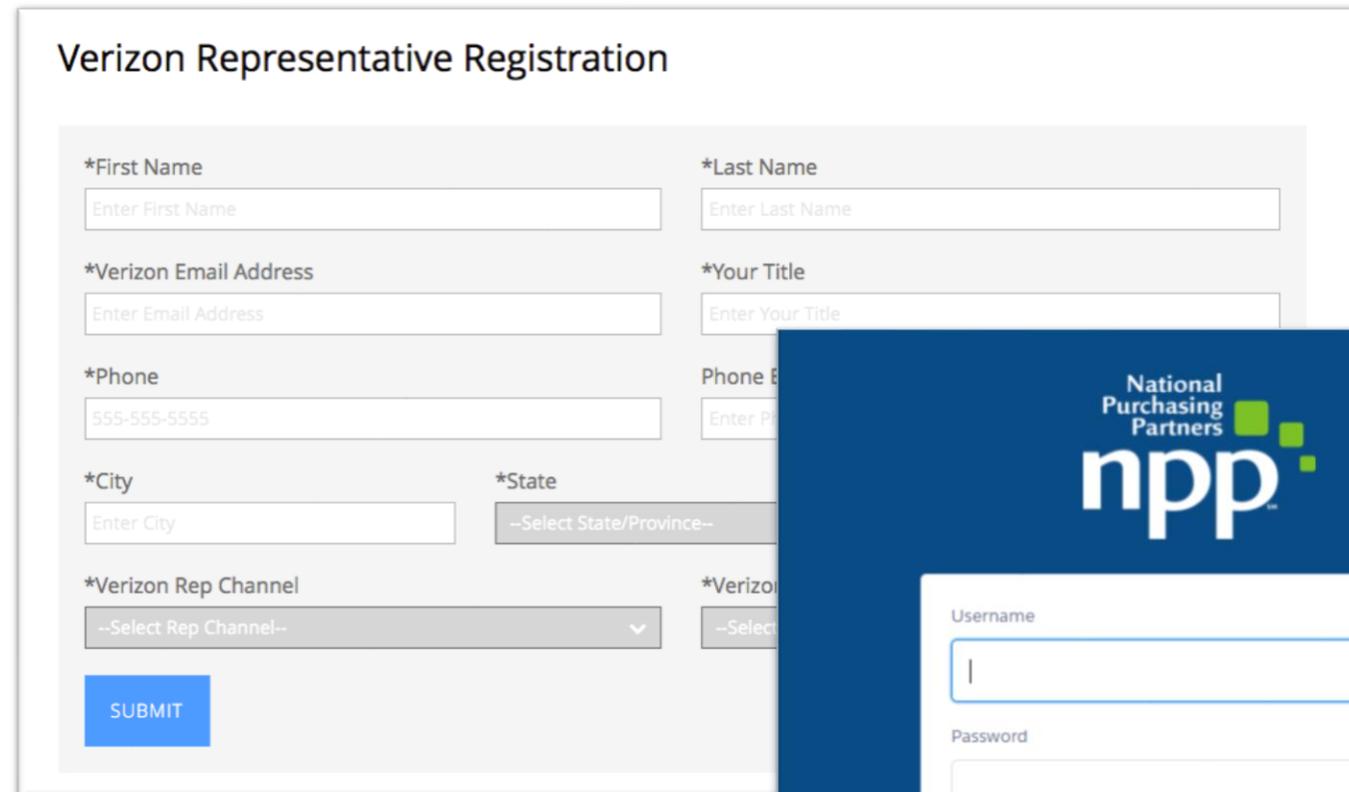
Step 1: Sign up

- <https://mynpp.com/register-verizon-rep>
- or
- www.mynpp.com
 - About NPP
 - Register here under **Verizon Rep Resource Center**

Step 2: Log into Community

- <https://npp.force.com/login>

Important note: Username will be your first.lastname@vzw.com.npp



Verizon Representative Registration

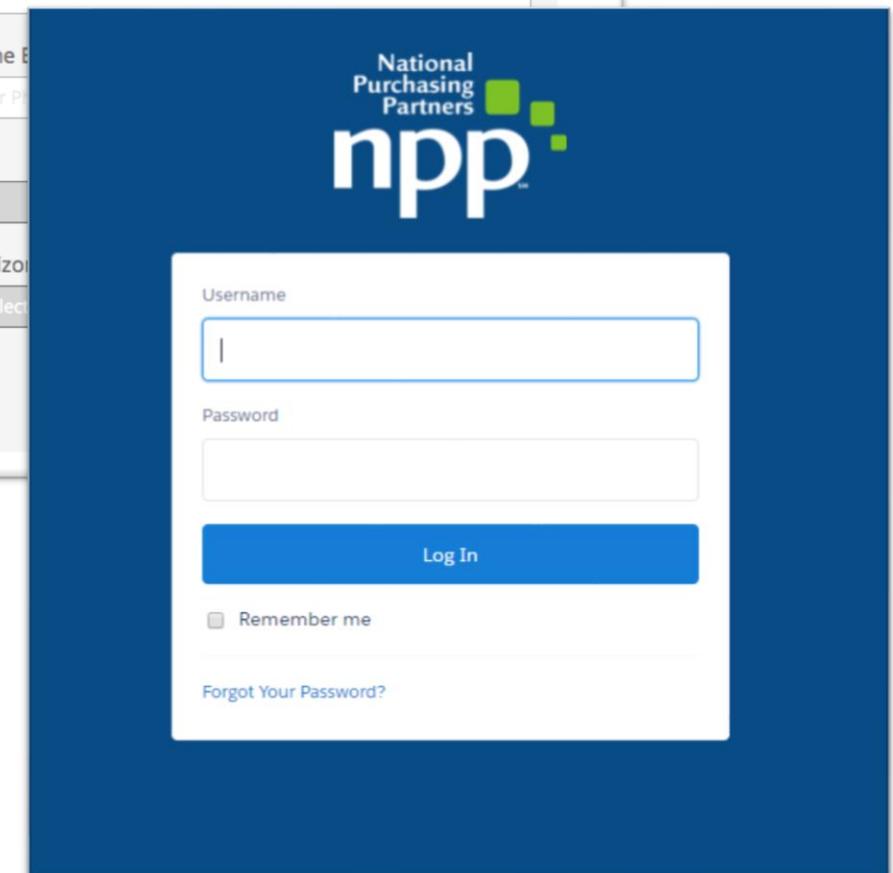
*First Name *Last Name

*Verizon Email Address *Your Title

*Phone Phone E

*City *State

*Verizon Rep Channel *Verizon



National Purchasing Partners
npp

Username

Password

Remember me

[Forgot Your Password?](#)

NPP is here to help you close business faster. Let us know how we can help!



Dedicated Customer
Relationship Managers by
Region



NPP Customer Service
Customerservice@mynpp.com
800.810.3909

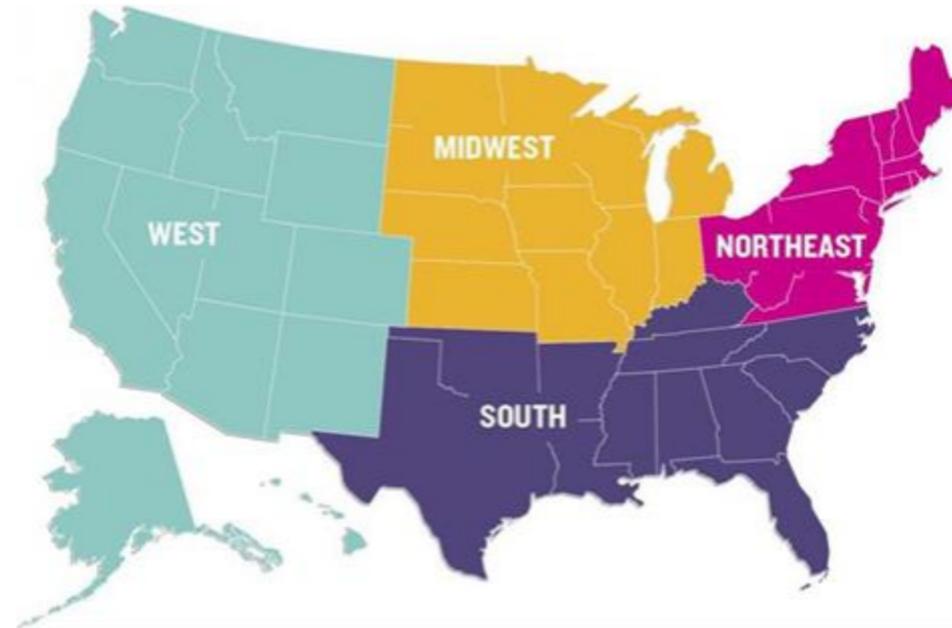
Customer Relationship Managers



**West Region
Customer Relationship Managers**

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**Midwest Region
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Nathan & Jasmine	Marla & Missy	Penny & Jennifer	Brian & Rob
West	Midwest	Northeast	South
Alaska	Illinois	Connecticut	Alabama
Arizona	Indiana	Delaware	Arkansas
California	Iowa	DC	Florida
Colorado	Kansas	Maine	Georgia
Hawaii	Michigan	Maryland	Kentucky
Idaho	Minnesota	Massachusetts	Louisiana
Montana	Missouri	New Hampshire	Mississippi
Nevada	Nebraska	New Jersey	North Carolina
New Mexico	North Dakota	New York	Oklahoma
Oregon	South Dakota	Ohio	South Carolina
Utah	Wisconsin	Pennsylvania	Tennessee
Washington		Rhode Island	Texas
Wyoming		Vermont	
		Virginia	
		West Virginia	

**South Region
Customer Relationship Managers**

Brian Clough
Brian.Clough@mynpp.com
 206.494.4519

Rob Melton
Robert.Melton@mynpp.com
 206.494.4568

Thank you

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Jessie Nixon, Brand Manager
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