



National Purchasing Partners

—
Verizon Wireless Partnership





National Purchasing Partners

About Us

- Owned by non-profit hospitals
- Marketing organization focused on speeding up the sales cycle
- Over 200,000 member companies
- Membership is free
- Verizon partners since 2007
 - Almost 6 million lines

Who Qualifies for NPP?

Verizon Eligible Industries



CONSTRUCTION



TRANSPORTATION



ENERGY



LEGAL



HOSPITALITY



AGRICULTURE



FINANCE/INSURANCE



PROPERTY MANAGEMENT,
REAL ESTATE



Verizon Benefits for NPP Members

Offer Details

- 22% off corporate eligible lines
- 18% off employee eligible lines (with paperless billing)
- 35% off corporate accessories purchased online
- 2 corporate lines required
- Quarterly promotions
- Additional NPP partner offers
- Unlimited plans not discounted but can receive accessory discount

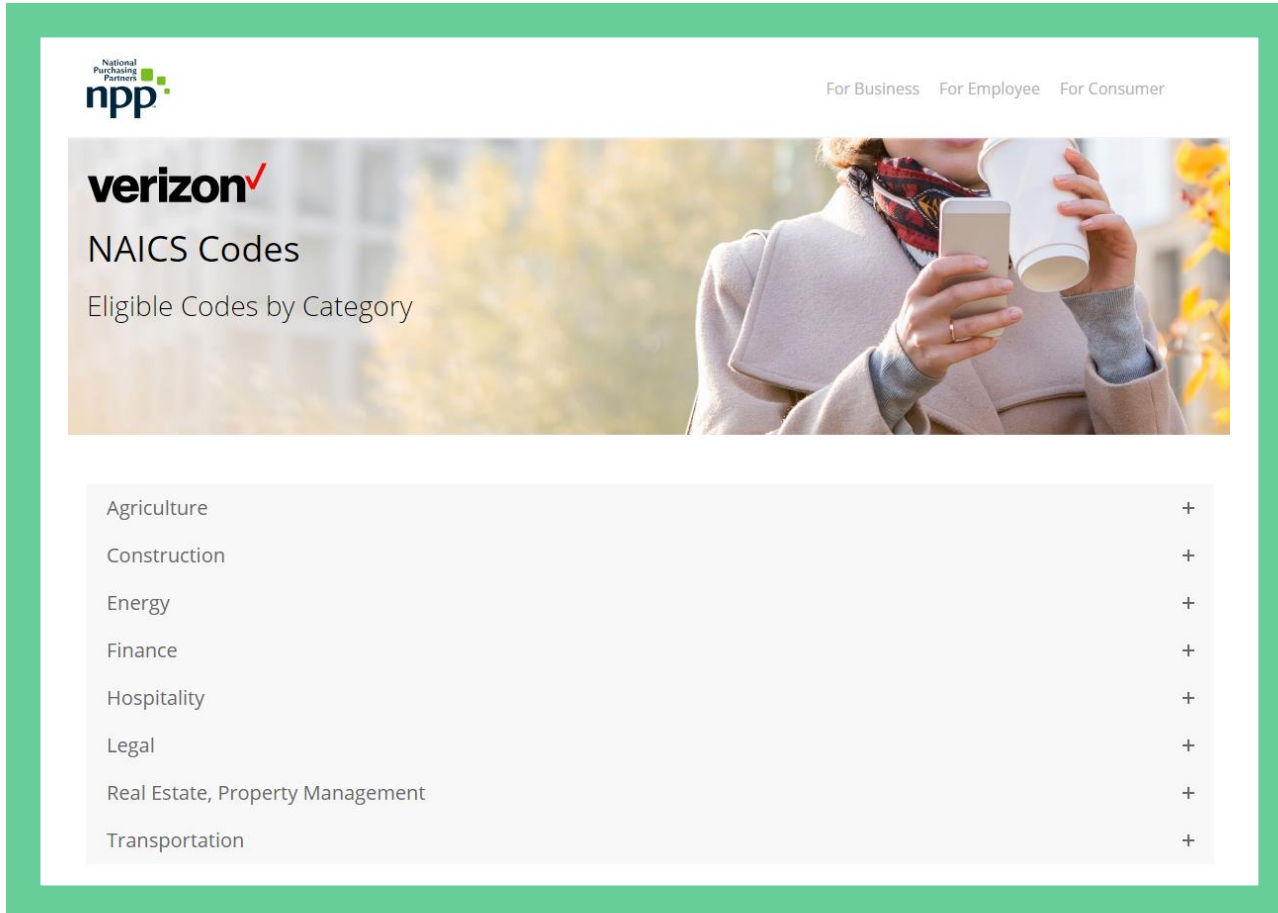
Verizon Eligibility

Eligibility Requirements

Eligibility is NAICS based

Benefits:

- Instantly know if the company qualifies
- Quick processing time



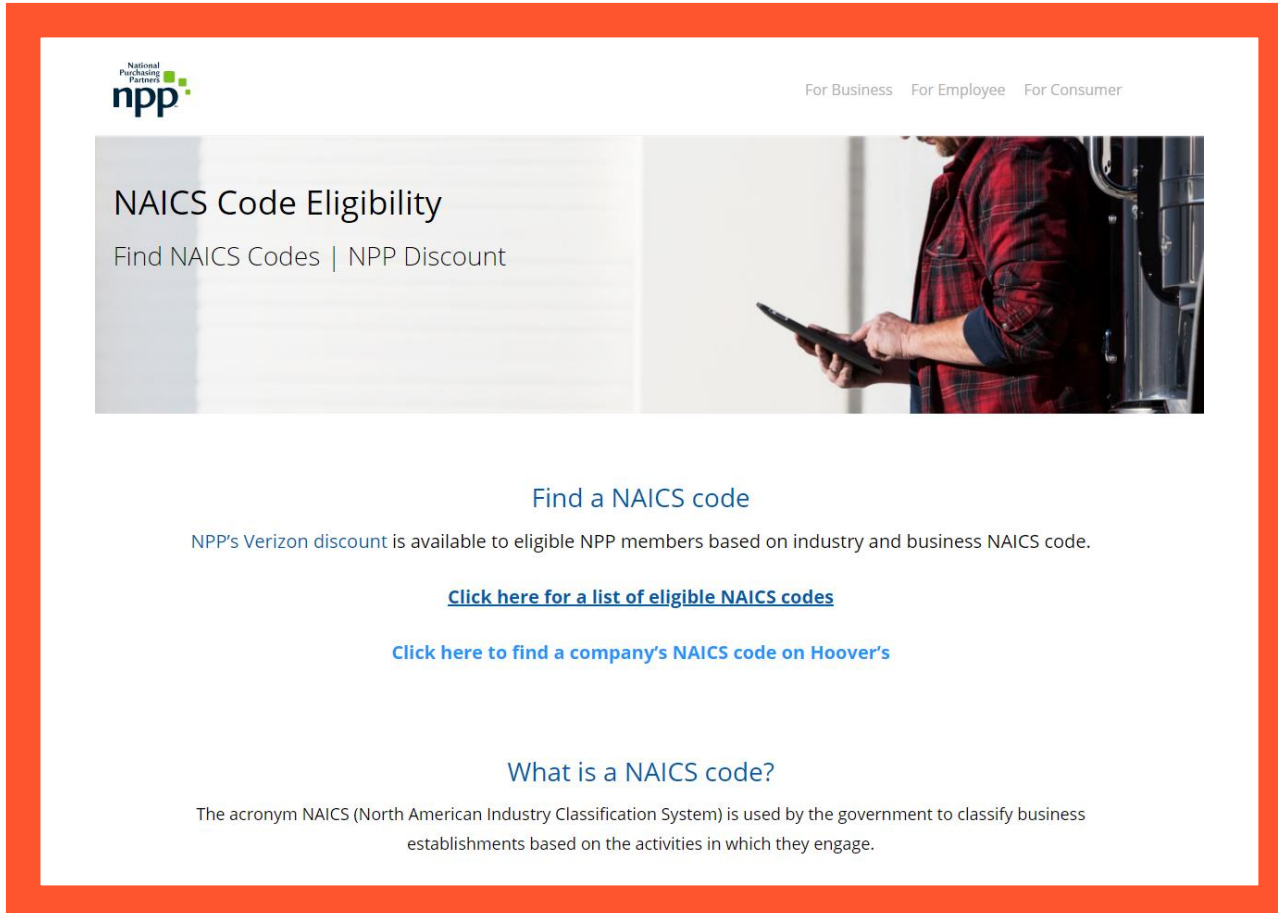
The screenshot shows the Verizon NAICS Codes page on the NPP website. The page features the NPP logo in the top left corner, with the text "National Purchasing Partners" and "npp". In the top right corner, there are links for "For Business", "For Employee", and "For Consumer". The main heading is "verizon" with a red checkmark, followed by "NAICS Codes" and "Eligible Codes by Category". Below this is a list of categories with expandable arrows (+) next to each:

Category	Expandable Arrow
Agriculture	+
Construction	+
Energy	+
Finance	+
Hospitality	+
Legal	+
Real Estate, Property Management	+
Transportation	+

Verizon Eligibility Resources

One-stop resource for NAICS and eligibility info

mynpp.com/landing_page/naics-code-eligibility

A screenshot of the NPP Verizon Eligibility page, framed by a thick orange border. The page features the NPP logo in the top left corner, with the text "National Purchasing Partners" above it. In the top right corner, there are three links: "For Business", "For Employee", and "For Consumer". The main heading is "NAICS Code Eligibility", followed by a subheading "Find NAICS Codes | NPP Discount". Below this is a large image of a person in a red plaid shirt holding a tablet. Under the image, the text "Find a NAICS code" is displayed, followed by a paragraph stating "NPP's Verizon discount is available to eligible NPP members based on industry and business NAICS code." Below this paragraph are two blue links: "Click here for a list of eligible NAICS codes" and "Click here to find a company's NAICS code on Hoover's". Further down, the heading "What is a NAICS code?" is shown, followed by a paragraph explaining that NAICS (North American Industry Classification System) is used by the government to classify business establishments based on their activities.

National Purchasing Partners
npp

For Business For Employee For Consumer

NAICS Code Eligibility

Find NAICS Codes | NPP Discount

Find a NAICS code

NPP's Verizon discount is available to eligible NPP members based on industry and business NAICS code.

[Click here for a list of eligible NAICS codes](#)

[Click here to find a company's NAICS code on Hoover's](#)

What is a NAICS code?

The acronym NAICS (North American Industry Classification System) is used by the government to classify business establishments based on the activities in which they engage.



NAICS Codes

Eligible Codes by Category

Agriculture	+
Construction	+
Energy	+
Finance	+
Hospitality	+
Legal	+
Real Estate, Property Management	+
Transportation	-

423120	Motor Vehicle Supplies and New Parts Merchant Wholesalers
423130	Tire and Tube Merchant Wholesalers
423140	Motor Vehicle Parts (Used) Merchant Wholesalers
423310	Lumber, Plywood, Millwork, and Wood Panel Merchant Wholesalers
423320	Brick, Stone, and Related Construction Material Merchant Wholesalers
423330	Roofing, Siding, and Insulation Material Merchant Wholesalers
423390	Other Construction Material Merchant Wholesalers
423420	Office Equipment Merchant Wholesalers

Verizon Eligibility Resources

[View eligible NAICS](#)

[NAICS FAQ](#)

- [How to check a company's NAICS](#)
- [How to obtain a NAICS](#)
- [Flyer download](#)

[Link to additional resources](#)

NPP Communities

- Monitor NPP leads
- OLAS completion
- Promotion resources
- Eligibility information



Verizon Reps close more business with NPP.

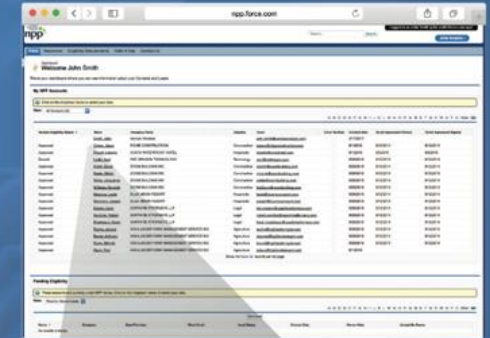


FIGURE 1

Register with National Purchasing Partners at npp.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)



FIGURE 2

Verizon Representative Registration

*First Name <input type="text" value="Enter First Name"/>	*Last Name <input type="text" value="Enter Last Name"/>
*Verizon Email Address <input type="text" value="Enter Email Address"/>	*Your Title <input type="text" value="Enter Your Title"/>
*Phone <input type="text" value="555-555-5555"/>	Phone Ext. <input type="text" value="Enter Phone Ext."/>

*City

*Verizon Rep Channel
--Select Rep Channel--

SUBMIT



Username

Password

Log In

☐ Remember me

[Forgot Your Password?](#)

NPP Communities

Sign Up

Step 1: Sign up

mynpp.com/register-verizon-rep

or

www.mynpp.com

About NPP

Register here under **Verizon Rep Resource Center**

Step 2: Log into Community

npp.force.com/login

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

NPP Communities

Home Page

[Search](#)

Logged in as John Ananko (john.ananko@vzw.com.npp)

John Ananko ▾

[Home](#) [Resources](#) [Eligibility Requirements](#) [Refer A Rep](#) [Contact Us](#)



Dashboard

Welcome John Ananko

This is your dashboard where you can see information about your Contacts and Leads.

My NPP Accounts

Click on the dropdown below to select your view.

View:

[<Previous Page](#) | [Next Page>](#)

[A](#) | [B](#) | [C](#) | [D](#) | [E](#) | [F](#) | [G](#) | [H](#) | [I](#) | [J](#) | [K](#) | [L](#) | [M](#) | [N](#) | [O](#) | [P](#) | [Q](#) | [R](#) | [S](#) | [T](#) | [U](#) | [V](#) | [W](#) | [X](#) | [Y](#) | [Z](#) | [Other](#) | [All](#)

Verizon Eligibility Status ↑	Name	Company Name	Industry	Email	Created Date	Verizon Agreement Viewed	Verizon Agreement Signed
Approved	Solock, Karen	COLLINS BROTHERS CORPORATION	Transportation	karens@coboco.net	8/1/2016	9/14/2016	6/28/2016
Approved	Mallar, Dan	C N BROWN	Energy	danielm@cnbrown.com	8/1/2016	8/19/2015	8/19/2015
Approved	Powell, Jeff	WASHINGTON PRIME GROUP	Commercial Real Estate / Property Management	jpowell@simon.com	8/1/2016	5/19/2014	
Approved	Bell, Patrick	TENNESSEE FARMERS INSURANCE COMPANIES	Insurance	patrick.bell@fbttn.com	8/1/2016		
Approved	Shambre, Kathleen	DEBT RECOVERY SOLUTIONS	Accounting & Finance	kshambre@drsohio.com	8/1/2016	6/17/2014	6/17/2014
Approved	Tomlinson, Molly	HALDERMAN FARM MANAGEMENT SERVICE INC	Agriculture	mollyt@halderman.com	8/1/2016	9/12/2014	9/12/2014
Approved	Solomon, Mike	VERMONT TENT COMPANY	Hospitality	msolomon@vttent.com	8/1/2016		1/21/2016
Approved	Schwartz, Bradley	INN AT BUCK HOLLOW FARM	Hospitality	inn@buckhollow.com	8/1/2016	8/5/2015	8/5/2015
Approved	Durso, Danielle	CHIAPPERINO & SONS INC	Construction - Commercial	danielle@allcountyasphalt.com	8/1/2016	9/30/2015	9/30/2015



NPP Communities

Contact

Contact

Karen Solock

Hide Feed

Post

File

Write something...

Share

Follow

Followers

No followers.

Show All Updates

There are no updates.

Back to List

Contact Detail

Send Registration Email

Send Reminder to Sign Verizon Agreement

Contact Information

Name	Karen Solock	Contact Owner	API User
Company Name	COLLINS BROTHERS CORPORATION	Member ID	M-5099657
Industry	Transportation	PRM Lead ID	
Title		Lead Source	
Email	karens@coboco.net		
Phone	(404) 968-7788		
Ext			

Verizon Information

Verizon Eligibility Status	Approved	Verizon Agreement Viewed	9/14/2016
Verizon Eligibility Feed Date	6/7/2016	Verizon Agreement Signed	6/28/2016

Additional Details

Member Join Date	6/28/2016 3:00 AM	Last Login Date	8/3/2018 11:13 AM
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Address Information

Mailing Address	United States
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System Information

Created By	Sheng Moua, 8/1/2016 11:10 PM	Last Modified By	API User, 8/3/2018 11:35 AM
Account Name	COLLINS BROTHERS CORPORATION		

Send Registration Email

Send Reminder to Sign Verizon Agreement

NPP Communities

Contact

Email Message
Send an Email

Send

Select Template

Attach File

Cancel

Edit Email

To

Amy Drake

amydrake10201@gmail.com

Related To

Account

PERDUE FARMS INC

Additional To

CC

BCC

Subject

Complete your registration at NPP

National Purchasing Partners

npp

Activate your discount

Don't miss 22% savings from Verizon.

Dear Amy,

Great news! Recently, you expressed interest in receiving a 22% Verizon discount for your business. You have been approved, but in order to activate your discount you will need to complete your registration with NPP.

COMPLETE REGISTRATION

As an NPP member you receive exclusive pricing on a variety of useful products. Explore our catalog of offers at [mynpp.com](#).

If you have any questions, please contact NPP via phone or email.

Phone: 1.800.810.3909

Email: [customerservice@mynpp.com](#)

National Purchasing Partners

npp

Final Step

Complete your Verizon discount

Dear Amy,

Thanks for registering with NPP. There's one last step to complete your Verizon discount for PERDUE FARMS INC.

Click below to visit NPP, then click ACTIVATE DISCOUNT and review and accept the Verizon Online Agreement (note: this is different from registering with NPP).

COMPLETE VERIZON AGREEMENT

Here is your NPP account information:

Username: amydrake10201@gmail.com

Member ID: M-5229877

If you have any questions, please contact NPP at 800.810.3909 or [customerservice@mynpp.com](#). We are happy to help.

npp

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NPP Communities

Resources

[Home](#) [Resources](#) [Eligibility Requirements](#) [Refer A Rep](#) [Contact Us](#)

Verizon Resources

Marketing Materials for Verizon Sales Reps



Here are marketing materials you may find useful:



Verizon Rep Info | NPP



VZW OLAS Process Flyer



Employee Discounts Flyer



Save-Big-on-iPad

NPP Communities

Eligibility Requirements



Search...

Search

Logged in as John Ananko (john.ananko@vzw.com.npp)

John Ananko ▾

- Home
- Resources
- Eligibility Requirements
- Refer A Rep
- Contact Us



Agriculture

LEARN MORE



Real Estate

LEARN MORE



Energy

LEARN MORE



Finance

LEARN MORE

Feedback



NPP Communities

Refer a Rep

[Home](#) [Resources](#) [Eligibility Requirements](#) [Refer A Rep](#) [Contact Us](#)

Refer a co-worker to NPP

Enter the name and email address of the Verizon Rep you want to refer.

*Name

*Email Address

SUBMIT

Customer Registration Process

Sign Up

Customer Registers
www.mynpp.com

Customer signs up with NPP. Free and no obligation to purchase.

Verify NAICS

NPP confirms NAICS on Hoovers and sends to Verizon E&G team for processing.

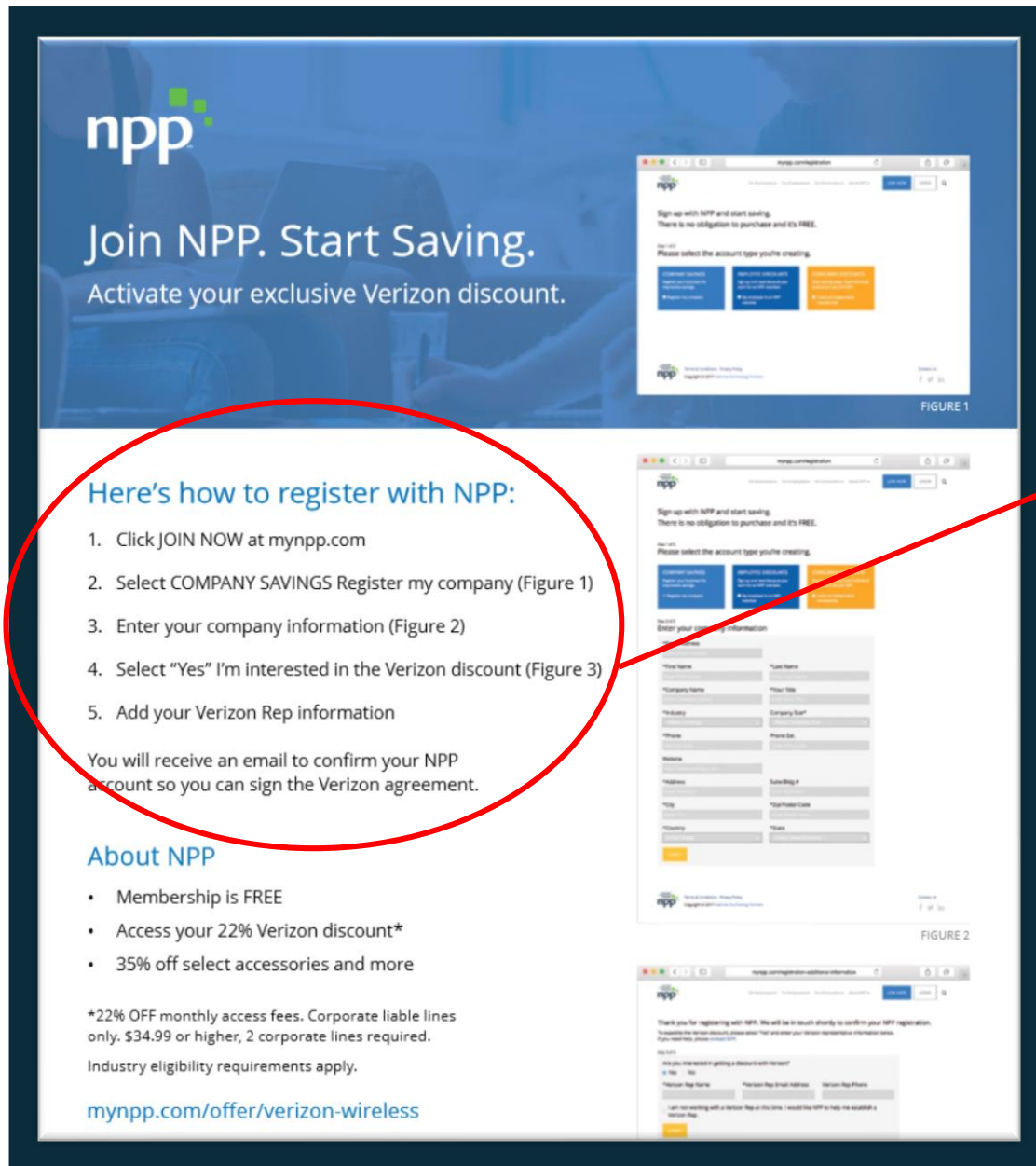
Customer receives confirmation email

Customer will receive a confirmation email within one business day.

Customer Signs
Online Agreement on NPP

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 screenshot shows the NPP registration page. At the top, the NPP logo is on the left, and a banner reads "Join NPP. Start Saving. Activate your exclusive Verizon discount." To the right is a preview of the registration form labeled "FIGURE 1". Below the banner, the text "Here's how to register with NPP:" is circled in red. Underneath this, a five-step list is provided. A red arrow points from the first step of the list to the "FIGURE 1" preview. Below the list, it says "You will receive an email to confirm your NPP account so you can sign the Verizon agreement." Further down, there is an "About NPP" section with bullet points about membership being free, access to a 22% Verizon discount, and 35% off select accessories. A footnote explains the 22% discount. At the bottom, the URL "myntp.com/offer/verizon-wireless" is provided. To the right of the text, there are two more preview images of the registration form: "FIGURE 2" shows the "Enter your company information" step, and "FIGURE 3" shows the "Enter your saving information" step.

Join NPP. Start Saving.
Activate your exclusive Verizon discount.

Here's how to register with NPP:

1. Click JOIN NOW at myntp.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.

myntp.com/offer/verizon-wireless

FIGURE 1

FIGURE 2

FIGURE 3

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



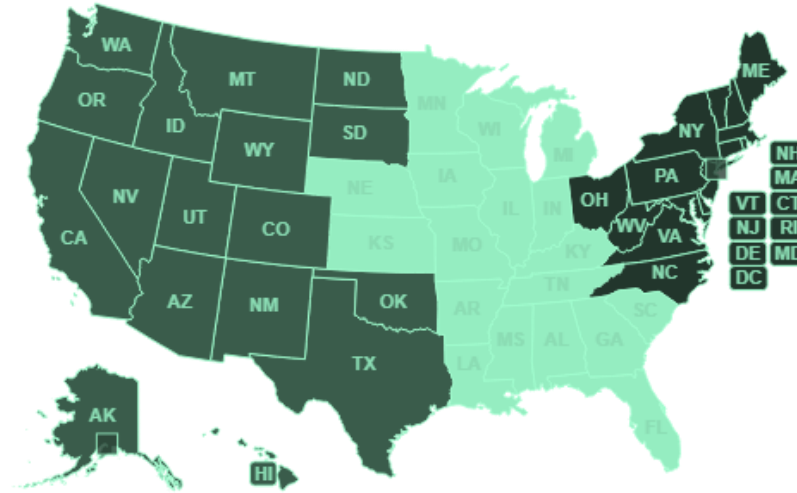
Dedicated Customer
Relationship Managers by
Region



NPP Customer Service
Customerservice@mynpp.com
800.810.3909

Customer Relationship Managers

Region 1	Region 2	Region 3
Nathan & Jasmine	Rob & Brian	Jennifer & Penny
Washington	Minnesota	Ohio
Oregon	Iowa	West Virginia
California	Missouri	Virginia
Nevada	Arkansas	Pennsylvania
Idaho	Louisiana	New York
Utah	Wisconsin	Vermont
Arizona	Illinois	New Hampshire
Montana	Kentucky	Massachusetts
Wyoming	Tennessee	Maine
Colorado	Mississippi	Rhode Island
New Mexico	Alabama	Connecticut
Texas	Florida	New Jersey
North Dakota	Indiana	Delaware
South Dakota	Michigan	Maryland
Oklahoma	Georgia	North Carolina
Alaska	South Carolina	
Hawaii	Kansas	
	Nebraska	



Region 1 Customer Relationship Managers

Nathan McMillan
Nathan.Mcmillan@mynpp.com
 206.494.4596

Jasmine Hill
Jasmine.Hill@mynpp.com
 206.494.4553

Region 2 Customer Relationship Managers

Brian Clough
Brian.Clough@mynpp.com
 206.494.4519

Rob Melton
Robert.Melton@mynpp.com
 206.494.4568

Region 3 Customer Relationship Managers

Penny Nold
Penny.Nold@mynpp.com
 206.494.4569

Jennifer Bourgault
Jennifer.Bourgault@mynpp.com
 206.494.4620



Questions?

Thank you!