

A large, stylized graphic of the Verizon logo, consisting of two red lines forming a downward-pointing chevron shape, positioned above the text.

**verizon** wireless



**verizon**wireless  
*We never stop working for you.®*



# Brian Mecum

Director Network Engineering  
KS/MO and Great Plains Regions

# Our Mission

*To be the leading provider of wireless communications & information services and the recognized market leader.*

# Why Verizon Wireless?

## ✓ The LARGEST Network

- Covering 97 of the top 100; and 178 of the top 200 markets in U.S.
- Network reaches over 235 million Americans
- Approximately 150 switching facilities and over 20,500 cell sites

## ✓ Network Investment

- \$4 billion nationwide in 2001, 2002, 2003 and committed to
- \$5 billion nationwide in 2004
- \$27 million in South Dakota in 2003

## ✓ Highest QUALITY Network

- 100 percent digital network
- Our own tests show we have the fewest ineffective attempts and lost calls of any national wireless network

# Why Verizon Wireless?

## ✓ FAST High-Speed Network

- National**Access** was among the nation's first 3G high-speed wireless data networks
- Broadband**Access** service has speeds of up to 2 Mbps

## ✓ Reliable Network

- Redundancy with battery back-up power and generators
- Rapid Disaster Response – COLT's
- Portable Cell Sites – COW's
- 24/7 Network Operations Centers
- New \$20 million switching center in Sioux Falls

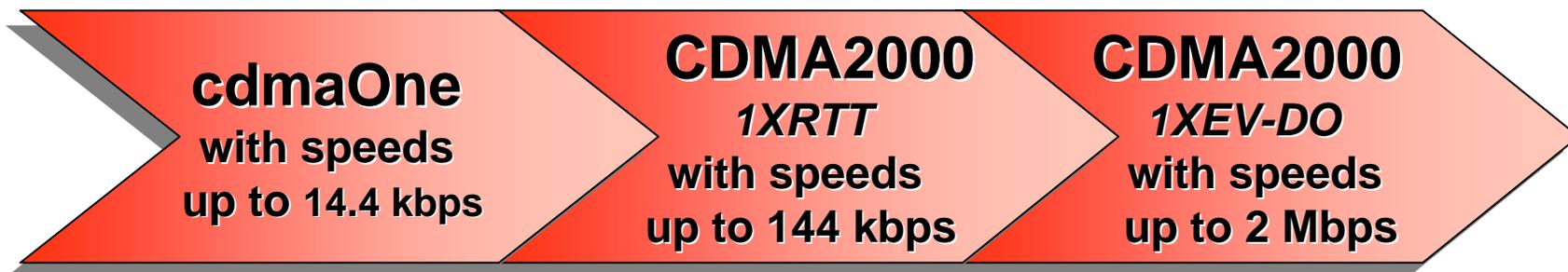
## ✓ Key STRATEGIC ALLIANCES

- Alliances with top systems integrators allows us to deliver wireless business and technology solutions to complement our vast network.

# Leading Technology Today

## We Offer You:

Superior CDMA Technology and 3G



\$4 Billion Spent on Network “*Expansion*” and “*Enhancements*”

## This Means:

- ✓ Nationwide, Robust Voice and Data Coverage
- ✓ Increased Data Capabilities and Operating Speeds
- ✓ Single Device Solutions
- ✓ Minimized Risk For Your Business Today and in the Future
- ✓ Shorter ROI and Reduced Cost of Ownership

# Compared to our Competitors

## They Offer You:

A Costly, Complex Migration Path to 3G Technology



\$\$ Billions Spent on Network “*Conversions*”:

## This Means:

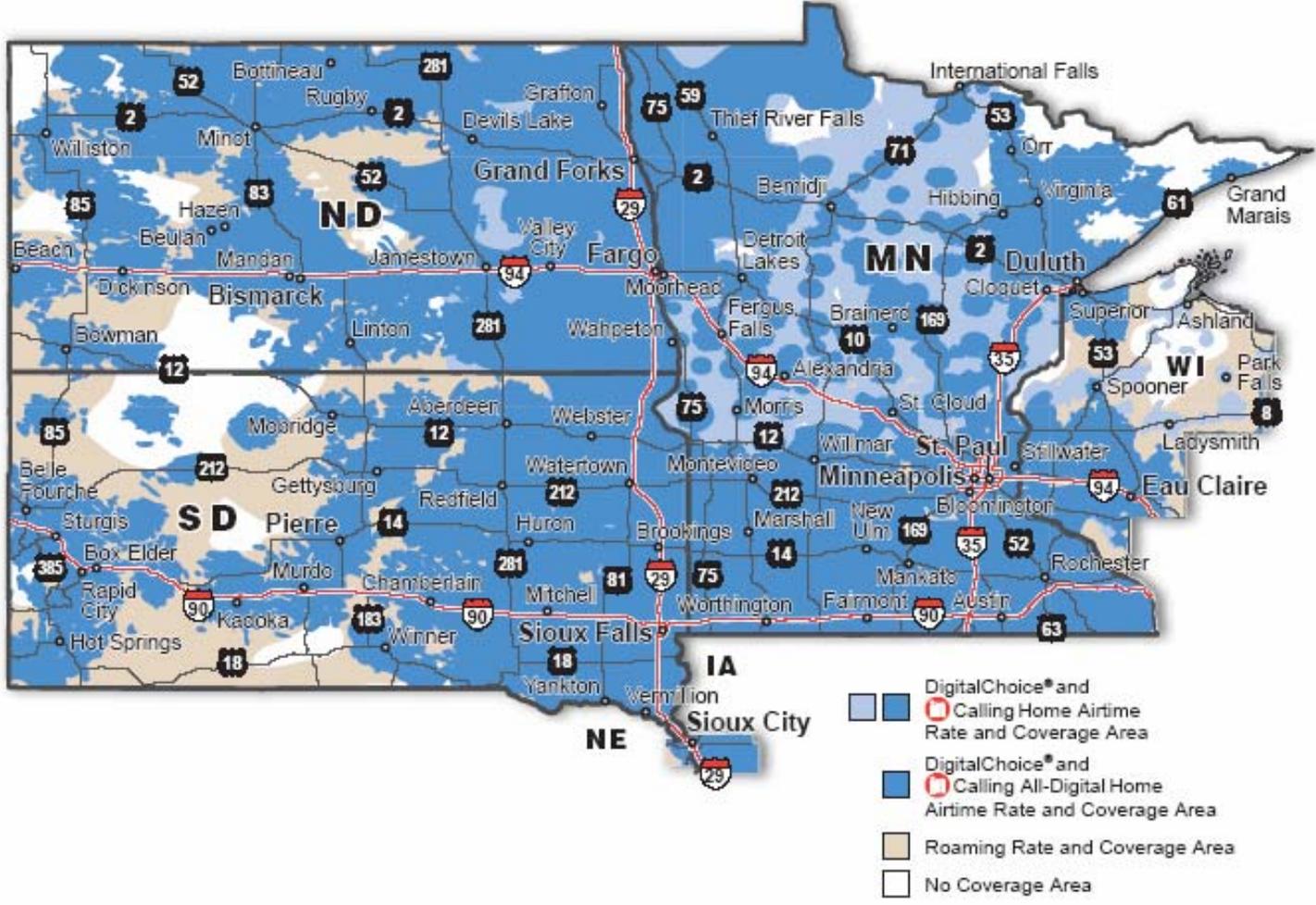
- ✓ Costly Conversion to GSM Needed FIRST
- ✓ New Device Development Required – Possible Availability Issues
- ✓ Multiple Devices Required – No Forward / Backward Compatibility
- ✓ GPRS and EDGE are Data-Only Technologies – No Voice Enhancements
- ✓ Very little increase in overall coverage, if any at all



# Local Voice Area

## MN/ND/SD DigitalChoice® Home Airtime Rate and Coverage Area

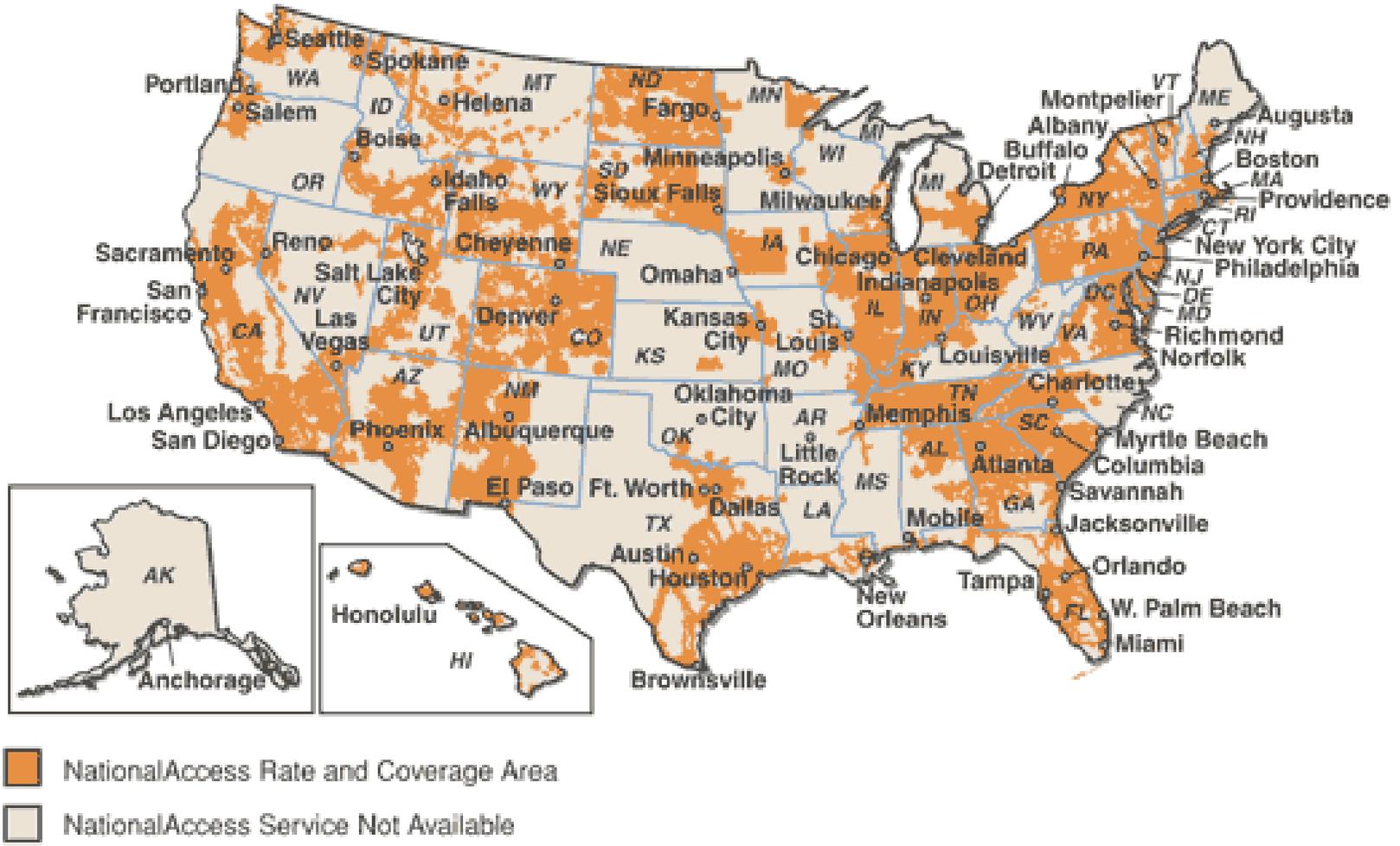
**NEW!**  
Expanded  
IN Calling  
Coverage  
Area



**IMPORTANT MAP INFORMATION:** This map is not a guarantee of coverage, contain areas with no service, and is a general predictions of where rates and outdoor coverage apply, largely based on our internal data. The DigitalChoice map includes networks operated by other carriers and some of the coverage depicted is based on their information and public sources and we cannot ensure its accuracy. Some Included Features and Optional Services are not available throughout the DigitalChoice Home Airtime Rate and Coverage Area and are limited to the National Enhanced Services Rate and Coverage Area. Wireless service is subject to limitations, particularly near coverage boundaries and remote areas. Equipment, topography and environmental considerations also affect service, which may vary significantly within buildings. All-Digital devices will not operate or be able to make 911 calls when digital service is not available, even when in the DigitalChoice Home Airtime Rate and Coverage Area. Check your roaming indicator to determine where rates apply.

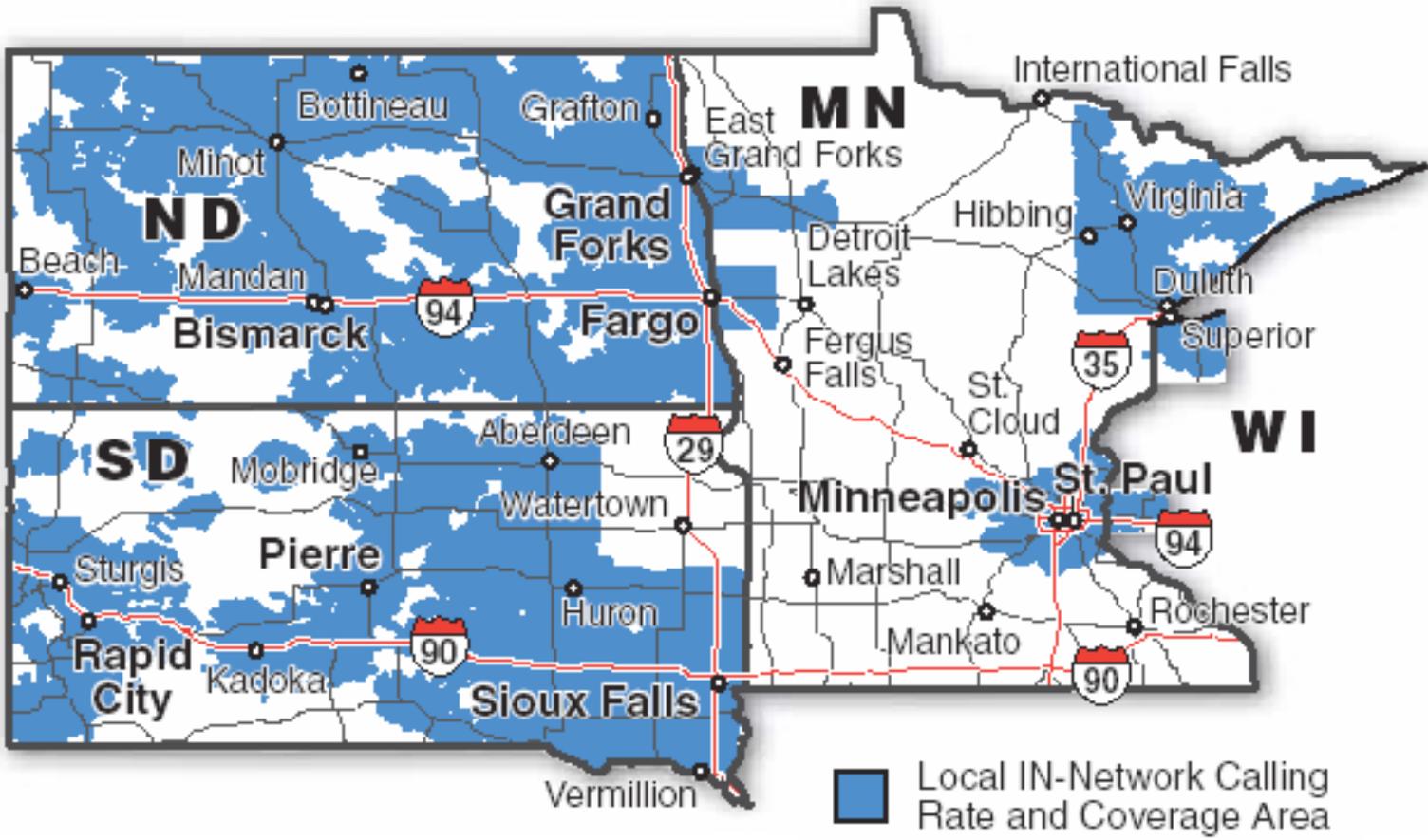
# National Access Area

## National Enhanced Services Airtime Rate and Coverage Area



**IMPORTANT MAP INFORMATION:** This map shows approximately where rates and outdoor coverage apply, based on our internal data. Wireless service is subject to network and transmission limitations, including cell site unavailability, particularly near coverage boundaries and remote areas. Equipment, topography and environmental considerations also affect service, which may vary significantly within buildings. All-Digital devices, will not operate or be able to make 911 calls when digital service is not available, even when in the National Enhanced Services Rate and Coverage Area. Check your roaming indicator to determine where rates apply.

# Local Data Area



Local IN-Network Calling Rate and Coverage Area

**IMPORTANT MAP INFORMATION:** This map is not a guarantee of coverage, contain areas with no service, and is a general predictions of where rates and outdoor coverage apply, largely based on our internal data. The DigitalChoice map includes networks operated by other carriers and some of the coverage depicted is based on their information and public sources and we cannot ensure its accuracy. Some Included Features and Optional Services are not available throughout the DigitalChoice Home Airtime Rate and Coverage Area and are limited to the National Enhanced Services Rate and Coverage Area. Wireless service is subject to limitations, particularly near coverage boundaries and remote areas. Equipment, topography and environmental considerations also affect service, which may vary significantly within buildings. All-Digital devices will not operate or be able to make 911 calls when digital service is not available, even when in the DigitalChoice Home Airtime Rate and Coverage Area. Check your roaming indicator to determine where rates apply.

# Voice Products

- **Airfone® Service** (launched March 04)
  - Pay as you use and subscription services at discount rates
  - Receive calls to mobile number on Airborne handset
  - All charges directly on VZW bill
  
- **Push To Talk Enhancements**
  - Network reliability upgrades
  - In-call latency improvements
  - Additional devices (rugged, candy bar)
  
- **Global Phone**
  - One Number, One Device
  - International & Domestic Voice Service
  - All charges on VZW Bill
  - Full Array of VZW Services while roaming domestically: Get It Now, TXT, Camera Phone, etc.





## The Samsung A790 Global Phone Voice Services – CDMA & GSM

- Camera Phone
- SIM Card for GSM
- SMS - CDMA & GSM
- EMS – CDMA\*
- Brew & Wap 2.0 – CDMA\*

Large 260K Internal Color Display

- Voice Activated Dialing
- Vibrating Alert
- Camera Phone\*

\*Service only available in the U.S. on the Verizon Wireless Network.



SIM Card

For Use While  
Traveling  
Abroad on  
participating  
GSM Networks

## Flix & Pix



Picture Messaging doubled from 10 million in Q4 of 2003 to 21 million messages in Q2 of 2004



LG VX7000, Motorola v710 handset with video messaging



Download cool screensavers



**LX VX7000**  
All-Digital,  
300K Pixel Camera  
w/flash,  
Video Phone



**Motorola V710**  
Tri-Mode,  
1.2 megapixel Camera,  
Video Phone w/  
Bluetooth capabilities



**Samsung SCH-a610**  
All Digital,  
Camera phone w/flash  
and rotating flip



**Audiovox CDM8910**  
All Digital,  
310K Pixel Camera  
W/ flash



## Messaging & Chat



Verizon Wireless customers sent 2.3 billion TXT messages during Q2 of 2004

✓ **International TXT messaging** available to 28 countries



Access your e-mail from your wireless phone utilizing MSN<sup>®</sup>, Hotmail<sup>®</sup>, Yahoo!<sup>®</sup> Mail and AOL<sup>®</sup> Mail



Instant Messaging available with Yahoo!<sup>®</sup>, AOL<sup>®</sup>, and MSN<sup>®</sup>

## Fun & Games



Download games like JAMDAT Bowling, Frogger, Texas Hold'em to play right on your handset



Choose from over 5,000 ringtones to download to your handset



Find showtimes, restaurant reviews, latest sports scores & news from ESPN BottomLine, get directions from MapQuest<sup>®</sup> Mobile

## News & Info



Get the info you want from weather, sports, world & local news, when you want it right on your handset with either Mobile Web by VZW with MSN or Mobile Web 2.0

- ✓ **Mobile Web by VZW with MSN** – TXT based information service
- ✓ **Mobile Web 2.0** – graphically rich experience with pull down menus, radio buttons, photo images, internet-like experience



Mobile Web 2.0 Browser



Receive alerts for sports, weather, news, traffic and more right on your handset.

- ✓ 1XRTT Technology
- ✓ National**Access** Offers Nationwide Mobility
  - Dial-Up Like Speeds for Wireless Data Applications
  - Average Speeds of 60 to 80 Kbps (Bursts up to 144 Kbps)
- ✓ Offers Flexible Pricing
  - \$39.99/20 MB, \$59.99 60 MB,
  - \$79.99 Unlimited Broadband**Access** & National**Access**,
  - Multiple MOU plans for using voice & data
- ✓ Provides Increased Network Capacity for Voice Users

# National Access Features

- ✓ **Web Browsing** – With Faster Downloads of all Material Including Graphics
- ✓ **Email Access** – With Faster Downloads of Attachments and Spreadsheets
- ✓ **Server Access** – Download Large Files Quickly
- ✓ **Mission-Critical Applications** – Wireless Access to Corporate Intranet and VPN
- ✓ **Imaging** – Wireless Digital Photography Transmission

# Business Focused Devices

Verizon Wireless offers the latest, most technologically advanced digital phones, smartphones, PDAs and other advanced devices as part of our Enterprise Solutions. Some of these Business focused devices include:



*BlackBerry  
RIM 6750  
RIM 7750*



*Samsung i600  
Smartphone  
PDA/Cell Combo*



*Samsung i700  
PDA/Cell Combo*



*Kyocera 7135  
Smartphone  
PDA/Cell Combo*

*palmOne  
Treo 600*



*Sierra Wireless  
AirPrime 5220*



*Sierra Wireless  
Air Card 555*

- ✓ Data Support Staff
  - Data Solutions Managers & Engineers
  
- ✓ 24X7 Customer Service and Dedicated Data Support Team
  
- ✓ Key STRATEGIC ALLIANCES
  - Alliances with top systems integrators allows us to deliver wireless business and technology solutions to complement our vast network

# Key Data Strategic Partners



# What is BroadbandAccess?

The Fastest, Fully Mobile Wireless  
Data Experience Available Today



# BroadbandAccess

- ✓ EV-DO (Evolution Data Optimized)
- ✓ Broadband**Access** is the fastest, fully mobile, wireless data experience
  - First to launch in 2003, Phased-in rollout
  - Available today in more than 14 cities
  - One-third of VZW network, 75 million POP's in 2004
- ✓ Equipment is backward compatible with National**Access**
- ✓ Broadband**Access** Pricing:
  - \$79.99 Unlimited BroadbandAccess & NationalAccess

- ✓ 2 Mbps peak download throughput with typical speeds of 300-500 kbps
  - Upload speed is up to 144 kbps (avg. 40-60 kbps)
- ✓ Speed comparison to landline
  - National**Access**® speed is similar to landline dial-up
  - EVDO speed is similar to DSL, cable modem & T1 lines (download only)
- ✓ Factors affecting speed
  - Distance from cell site (download speed declines w/ distance from cell site)
  - Network congestion
  - Speed of corporate servers
  - VPN

## Verizon Wireless 5220 PC card

(manufactured by AirPrime)

- Supports **BroadbandAccess** and NationalAccess®
  - Does **NOT** support TXT messaging, voice or IS-95A (Quick 2 Net)
    - Customers needing these capabilities must purchase a device capable of these services and a separate line of service.
  - Defaults to **BroadbandAccess** with fallback to NationalAccess® (user interface will indicate service area)
  - Seamless handoffs between **BroadbandAccess** and NationalAccess®
- Current NationalAccess® devices **cannot** be flashed to use **BroadbandAccess** service



# Applications Your Workforce Can Access

- ✓ Corporate Email & Attachments
- ✓ Corporate Intranet / Databases
- ✓ Rich Web Access and Multimedia Services (Video and Audio Streaming)
- ✓ Large File Downloads
- ✓ Custom Applications
  - FFA, CRM, SFA



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