



Small Business Supplier Accelerator

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Verizon committed to spend \$5B in 5 years on small business suppliers in the U.S.

Verizon committed a portion of \$5B/5 years to:

- CA: \$500m

Verizon also committed to provide flexible solutions to small businesses

- Faster Payment Terms
- Modified Insurance Requirements
- Adjusted Indemnification requirements



Goal of the program is supply chain resilience and support American small businesses to be contract ready

Supplier Accelerator Program's Definition of Small Business

Small businesses are those that have been certified by the U.S. Small Business Administration (SBA) pursuant to the **SBA's size standards** or have self-certified as a small business on **SAM.gov** and appear in the SBA's **Dynamic Small Business Search database**. See 13 CFR 121; <http://search.certifications.sba.gov>.

Verizon will also honor small business certifications obtained pursuant to guidelines set by state and local government agencies and non-profit partners, provided that the criteria applied are compatible with SBA standards and the process of validating eligibility meets Verizon's requirements. The Supplier Accelerator team will determine the list of comparable certifications.

Verizon's Small Business Supplier Accelerator - CA Microsite

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Overview **Doing Business in CA** Our Partners

The Golden Opportunity: Powering Small Businesses in the World's 5th Largest Economy

99.8% of California businesses are small businesses - that's over 4 million firms driving innovation and job growth across the state. We're proud to help power their ambition with the reliable network they deserve.

CA Public Utilities Commission (CPUC)
General Order (GO) 156

The CPUC regulates privately owned electric, natural gas, telecommunications, water, railroad, rail transit, and passenger

Supplier Clearinghouse

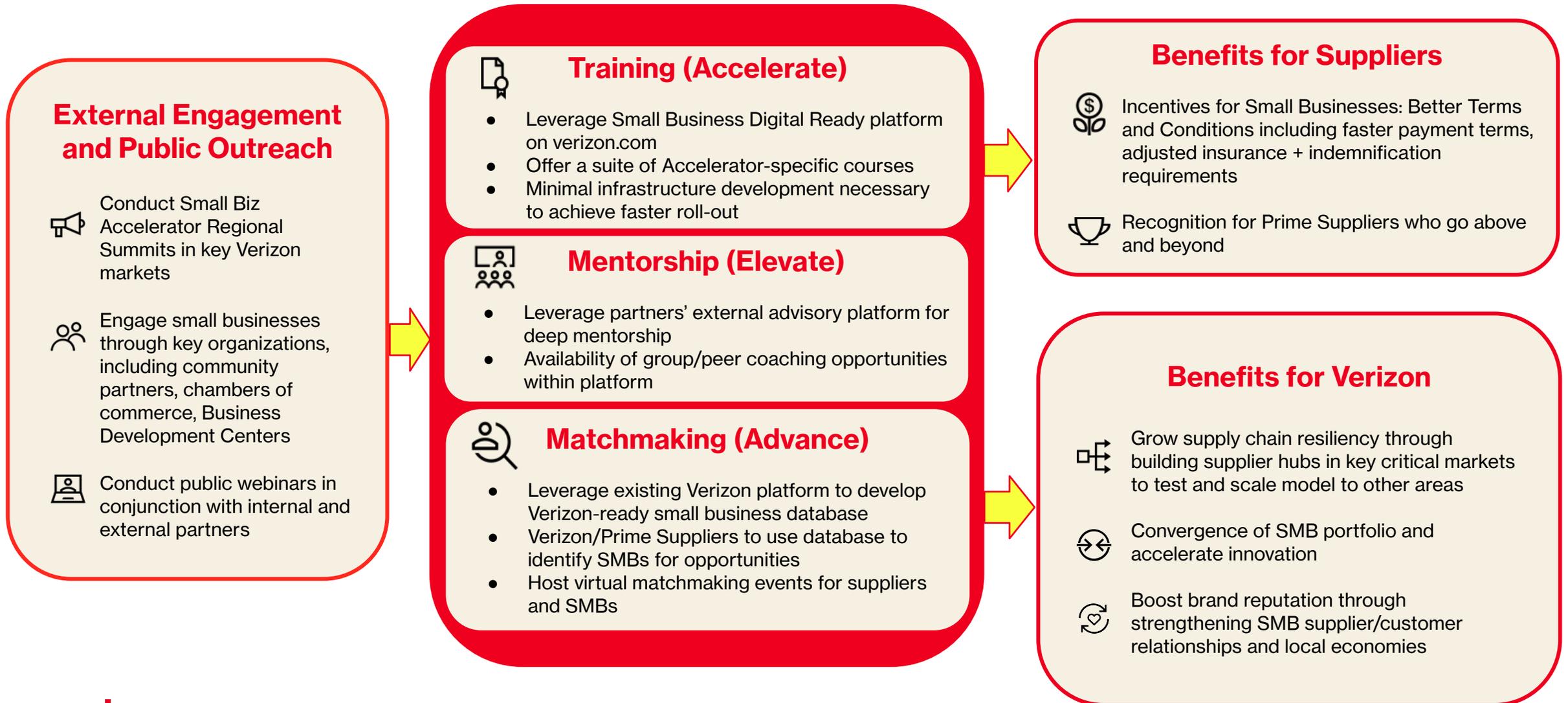
To maximize contract opportunities with Verizon and California utilities, eligible small businesses are highly encouraged to register with the

CA Microsite has 3 tabs

- **Overview**
 - Background on program
 - Who is eligible for participation
 - Link to sign up
- **Doing Business in CA**
 - Info about CPUC and GO 156
 - Key procurement areas and descriptions
- **Our Partners**
 - Info and link to Digital Ready

<https://www.verizon.com/about/our-company/small-business-supplier/overview>

Small Business Supplier Accelerator Program At A Glance



How Verizon Supports SMBs in their Growth Journey

SMB Supplier for Verizon

Verizon Small Business Supplier Accelerator

Program identifies, vets, and mentors small businesses from **core procurement sectors** interested in scaling up and becoming suppliers for Verizon. Program focuses on providing **radical transparency** around the corporate procurement process via 3 tracks focused on training, mentorship, and matchmaking to bridge the gap between initial capability and active procurement. Through combining rigorous verification and validation and increased transparency into opportunities, the program aims to transform high-potential suppliers into Verizon partners.

Min. requirements for suppliers set by corporate procurement teams (to minimize risk)

Verizon Small Business Digital Ready

A free online curriculum designed to provide **foundational learnings** for small business growth, offering personalized learning modules and short video courses. The program provides critical resources, peer networking, and opportunities to apply for financial incentives. It acts as an accessible entry point for SMBs to build essential digital capacity and business acumen.

Maturity + Experience



Small Business Supplier Accelerator

Recruitment

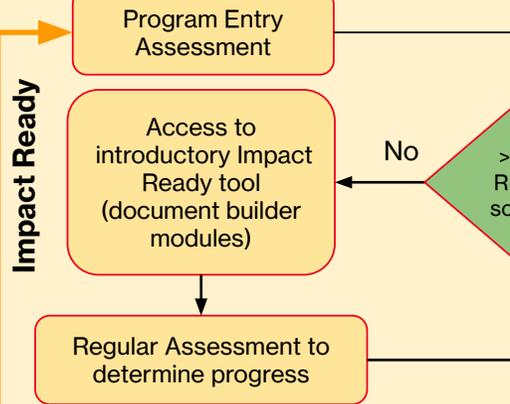
Small Business Development Centers

BDOs

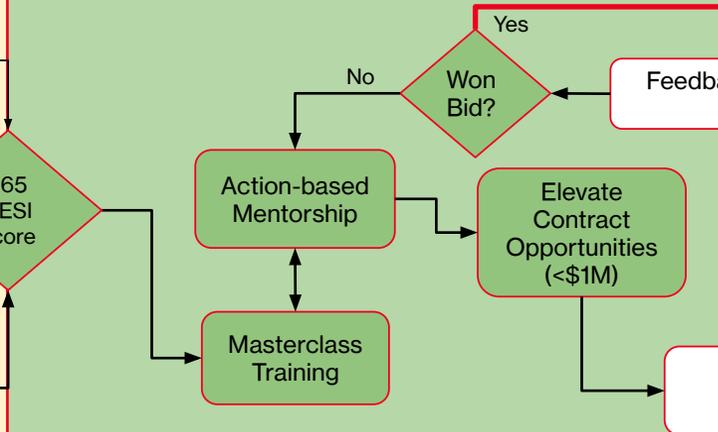
CA Community Partner RPOs

Other national partners

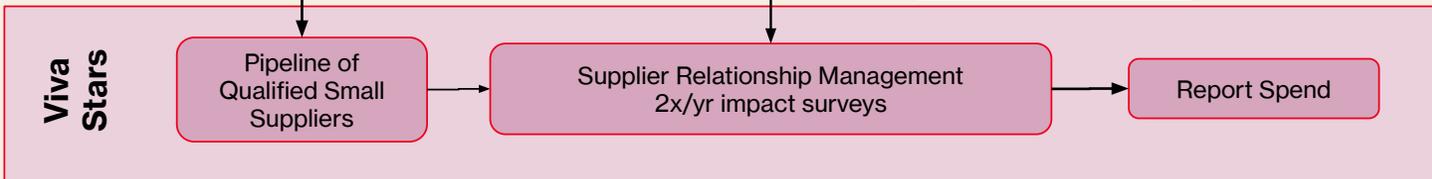
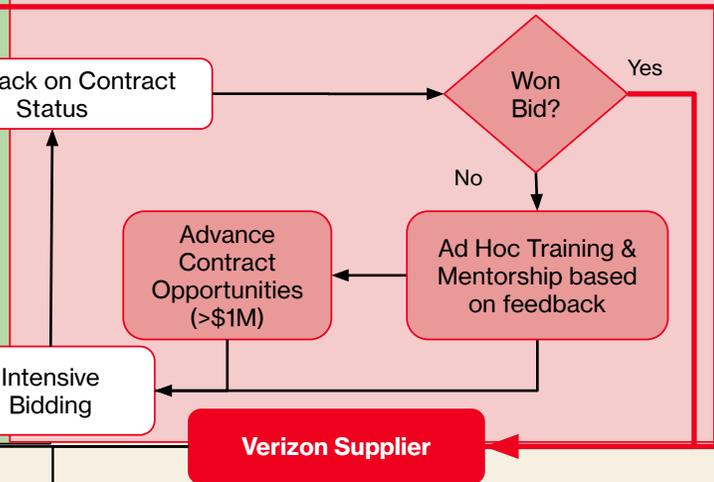
Accelerate (12 months)



Elevate (18 months)



Advance (18 months)



Digital Ready Platform

Supplier Accelerator Primer Training:

- Evangelize the Supplier Accelerator program, clarifying the **ROI, benefits and outcomes** that the program will provide to qualified small businesses
- The **primary pipeline** of potential program participants and **in-depth** look of the Supplier Accelerator program
- Educate small businesses on the **Verizon supplier onboarding and RFX process** through **radical transparency**
- Setting **clear expectations** and providing the “why” of the program, raising the bar to aspiring CEOs
- Provide **resources** to Accelerate businesses who are not ready to commit to the Accelerator, completing a **circular and holistic solution** to Verizon's support ecosystem of small businesses



Verizon's Key Procurement Areas

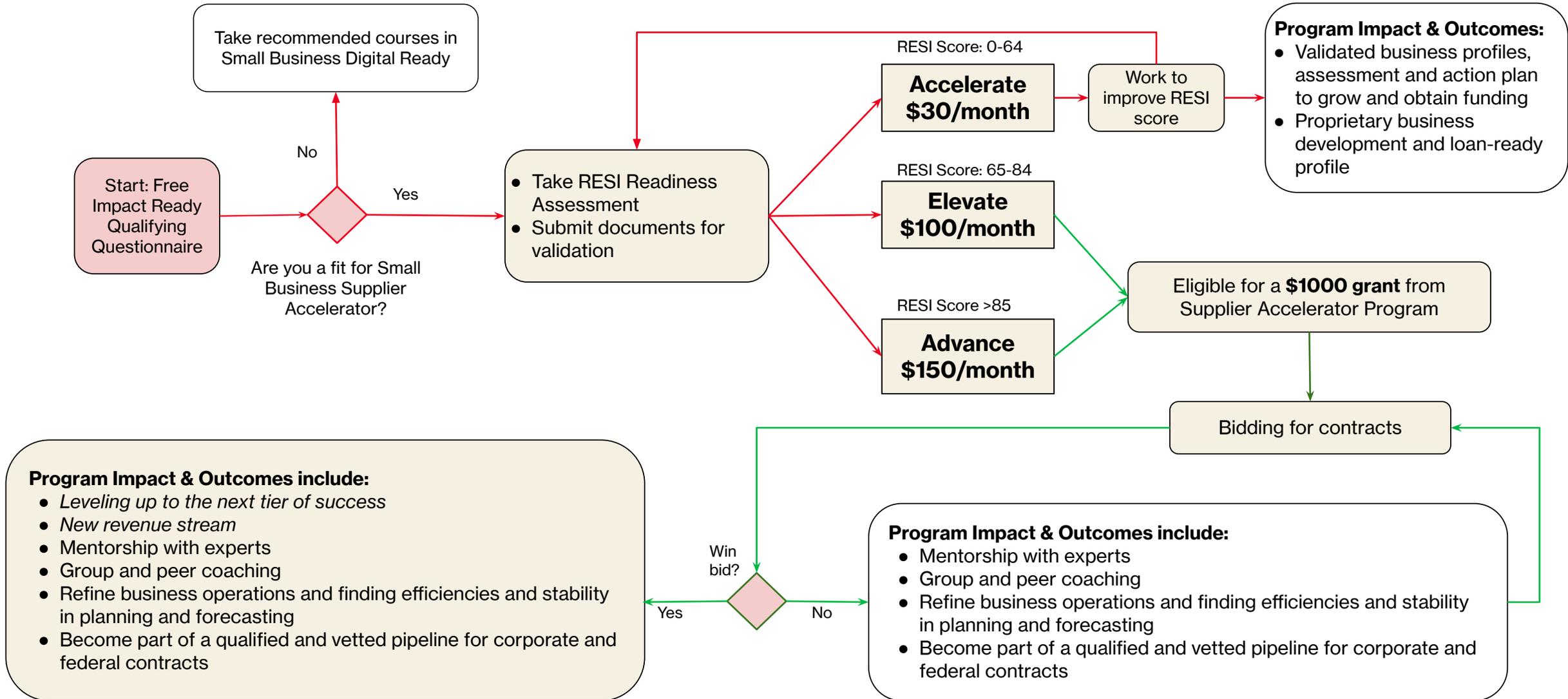
Category	Sub-Category	Description & Examples
Network & Infrastructure	Cell Site Equipment and Services	Maintenance, repair, and operations (MRO) for cell towers and sites, including HVAC services, electrical contracting, tower leasing, and access.
	Outside Plant and Test Equipment	Installation, splicing, and maintenance of fiber optic and copper cables; trenching, boring, and pole placement services; specialized network testing equipment.
	Engineering and Installation Services	Network design, civil engineering, site acquisition, and professional installation services for network hardware and customer premise equipment.
	Access, Transport and Video Products & Services	Procurement of network transport services, video content delivery network (CDN) components, and related hardware.
	IT Hardware, Software, and Services	Servers, routers, switches, enterprise software licensing, cybersecurity platforms, cloud computing services, and managed IT services.
IT & Digital Transformation	Edge Data, Switching and Network OSS	Components and services supporting 5G Edge computing, network switching infrastructure, and Operational Support Systems (OSS) for network management.

Category	Sub-Category	Description & Examples
Corporate & Professional Services	Marketing and Advertising	Digital marketing agencies, media buying services, creative services, public relations, market research, and commercial printing.
	HR Benefits and Training	Third-party administration of employee benefits, corporate training and development programs, recruiting services, and HR consulting.
	Financial and Legal Services	Accounting, auditing, tax consulting, management consulting, and external legal services.
	Professional Services	General business consulting, project management, and other specialized professional expertise.
Operations & Logistics	Logistics, Fleet and Travel	Third-party logistics (3PL), transportation and freight services, fleet vehicle acquisition and maintenance, GPS tracking solutions, and corporate travel management.
	Real Estate and Security Services	Facilities management, commercial real estate services, physical security guard services, and alarm monitoring.
	Sustainable Products/Services	Sourcing of products with recycled content (e.g., paper), e-waste recycling and disposal services, and other environmentally responsible goods and services.
	Printing and Document Management	Large-scale printing of marketing collateral and customer bills, secure document shredding, and enterprise document management solutions.

IMPACT Ready Demo

Twyla Garrett
Founder
Impact Ready

Cost Structure for Program Participants



Learn More!

Contact us

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Sign up for mailing list

