



Flexible Business Plans

Quick Reference Guide – Indirect Sales

Flexible Business Plans Overview

Flexible Business Plans include:

- Shared data on an unlimited number of devices (min. 5 CLEU devices)
- Unlimited minutes and domestic/international messaging
 - Unlimited international messaging applies to messages sent from the U.S. to foreign recipients
- Mobile hotspot
- Corporate email via GOOD, Exchange ActiveSync or Lotus Notes Traveler
- Data overage at just \$10/GB

Phone Plans (share with data plans):

Voice	Messages	Data	Plan Access	Basic	Smartphones
Unlimited	Unlimited	100 MB*	\$35*	✓	N/A
		2 GB	\$65	N/A	✓
		4 GB	\$75	N/A	✓
		6 GB	\$85	N/A	✓
		8 GB	\$95	N/A	✓
		10 GB	\$105	N/A	✓

*Basic phones may only be added to an account with at least one smartphone (bill account level). This rule is strictly enforced by compliance. Accounts without an active smartphone line will have the remaining basic phone lines moved to a Nationwide for Business price plan.

Data Plans (share with phone plans):

Data	Plan Access	Connected Devices	Tablet/ Netbook/ Notebook	Internet (USB/Jetpack)
1 MB	\$5	✓	N/A	N/A
100 MB	\$10	✓	✓	N/A
2 GB	\$35	✓	✓	✓
4 GB	\$45	✓	✓	✓
6 GB	\$55	✓	✓	✓
8 GB	\$65	✓	✓	✓
10 GB	\$75	✓	✓	✓

- All Flexible Business Plan lines on the account contribute to the pool. SPOC selects data allowance for each device based on the anticipated need and allowances pool together to share across all devices on account.
- Flexible Business Plans will not share minutes or data with existing Nationwide for Business Share Plans or non-standard plans.
- CLEU discounts BAU on plans \$34.99+.
- No proactive usage notifications, customer may track usage via self-serve.

Flexible Business Plan Benefits

- **Customization:** Build your own shareable data plan for any number of devices – no limit!
- **Predictability:** Line level data allowances are scalable and sharable. All lines will appear on one bill, regardless of the account size.
- **Value:** Unlimited talk, unlimited messaging, unlimited international messaging, Mobile Hotspot and Corporate Email (via GOOD, Exchange Active Sync or Lotus Notes Traveler).

Customer Eligibility

Eligible customers:

- 5+ Minimum Line Account
- Business customers with an ECPD profile

Ineligible customers:

- Consumer accounts
- Business accounts without an ECPD profile

Business Pricing Comparison

	Flexible Business Plans	MORE Everything for Small Business
Lead Positioning Benefit	Flexible	Simple
Device Maximum	No Limit	100
Data Maximum	No Limit	200 GB
Overage Rate	\$10/GB Shared	\$15/GB Shared
Discounts	Line Level Plans \$34.99+	Account only \$34.99+ No Line Access
Mobile Hotspot Included	✓	✓
Corporate Email Included (GOOD, ActiveSync, Lotus Notes Traveler)	✓	ActiveSync Lotus notes GOOD \$15/line
Corporate Email (BlackBerry)	Additional \$15/line	Additional \$15/line
Unlimited International Messaging	✓	✓
MAA Required	✓	X



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Qualifying Questions for Customers

- How would you or your business benefit from having all of the lines on your account on one bill?
- In what ways would you or your employees be able to use the lines on your account differently if you knew they could all share data allowances?
- How would you or your business operate differently if you knew you had the flexibility to change your plans anytime and always have the peace of mind of knowing you have the coverage you need?

Use Cases/Customer Scenarios

Use Case # 1:

A customer has several More Everything accounts and wants to add more lines.

- Each More Everything account has its own bill, creating more work for the customer every month.
- Customer must keep up with which lines share with each other.
- If the accounts are already at the line maximums (25/50/100) the customer must step up to a higher line max or create a new account to accommodate the new lines.

VZW Response:

- Customer can adjust data usage on each line with the Flexible Business Plans as the needs of their business change.
- Consolidate all lines onto one account with Flexible Business Plans.
- Eliminates the frustration of multiple bills and confusion of which lines share together.
- New lines can be added without creating new accounts and without changing plans on existing lines.

Use Case # 2:

A customer is considering a competitive offer.

- An existing customer received a proposal from a competitor offering a lower monthly cost, along with bill incentive credits to make the move from Verizon. The customer is happy with their service but wants to know why they should remain with Verizon given this less expensive competitive offer.

VZW Response:

- Customer can adjust data usage on each line with the Flexible Business Plans as the needs of their business change. Thus, they are only paying for what they need.
- No device or data maximums.
- All lines are on one account and on one bill.
- Some promotional offers from our competitors will expire, while the Flexible Business Plans are the standard for VZW.
- Our competitors' unlimited data promotions may only be available to in-network customers.
- Our customers have access to the largest and most reliable 4G LTE network, including XLTE in 400 cities.