

VELOCITY OVERVIEW AUGUST 2024



Our Journey



20+ Years

Experience in Telecom & Managed Services

Telecom industry veteran Greg Kiley started Velocity as a long-distance telecom provider. As our service offerings grew, so did our breadth of knowledge and our expertise in providing best-in-class network operations.



Privately

Held Company

From our ability to raise capital, flexible operations, and our ability to give back to our local Toledo, Kansas City and Charlotte communities, we gain tremendous market advantages and benefits from our private governing structure.



Integrated

Solution Portfolio

Our customers realize that Velocity's fully integrated technology and managed solutions significantly improve how they communicate and do business. Our managed solutions make life easier and more profitable for our customers.



Secure

Cybersecurity Program

Velocity maintains a powerful cybersecurity program on three of the highest levels of certification in the industry, validated by third-party assessors on an ongoing basis. This includes SOC2, HITRUST, and NIST 800-53, among others.



500+

Professionals

Velocity has grown to over 500 employees supporting our customers' missions. We aspire to be a top "employer of choice" for all our team members. A happy and vibrant workforce delivers exceptional results for our customers, as evidenced by our significant growth and customer retention.

Managed Telecom Solutions at Scale

42,000+
LOCATIONS
SUPPORTED



**U.S. BASED
SUPPORT
24/7/365**

**OVER
3M+**

MANAGED DEVICES

ROUTERS, SWITCHES, MODEMS, ACCESS POINTS, SMART BOXES, SATELLITE DISHES, PCS, PRINTERS, TIMECLOCKS, SECURITY CAMERAS, DIGITAL PANELS, PAYMENT TERMINALS, ETC.



5,500+
CERTIFIED
TECHNICIANS

INDUSTRIES

HOSPITALITY, HEALTHCARE, RETAIL,
MANUFACTURING, GOVERNMENT

450+
CARRIER
AGREEMENTS

CLEC in 50 states



30* DATA CENTERS
THROUGHOUT THE US

ASHBURN (VA), ATLANTA, BOSTON, CHICAGO, DALLAS (2), DENVER, DETROIT, HOUSTON, FARGO, JACKSONVILLE, KANSAS CITY, LAS VEGAS, LOS ANGELES (2), MIAMI, MINNEAPOLIS, NEWARK, NEW YORK CITY, NORWALK, ORLANDO, PHILADELPHIA, PHOENIX, PORTLAND, SAN JOSE, SEATTLE, TAMPA, TOLEDO, VERMONT, WORTHINGTON (COLUMBUS, OH)

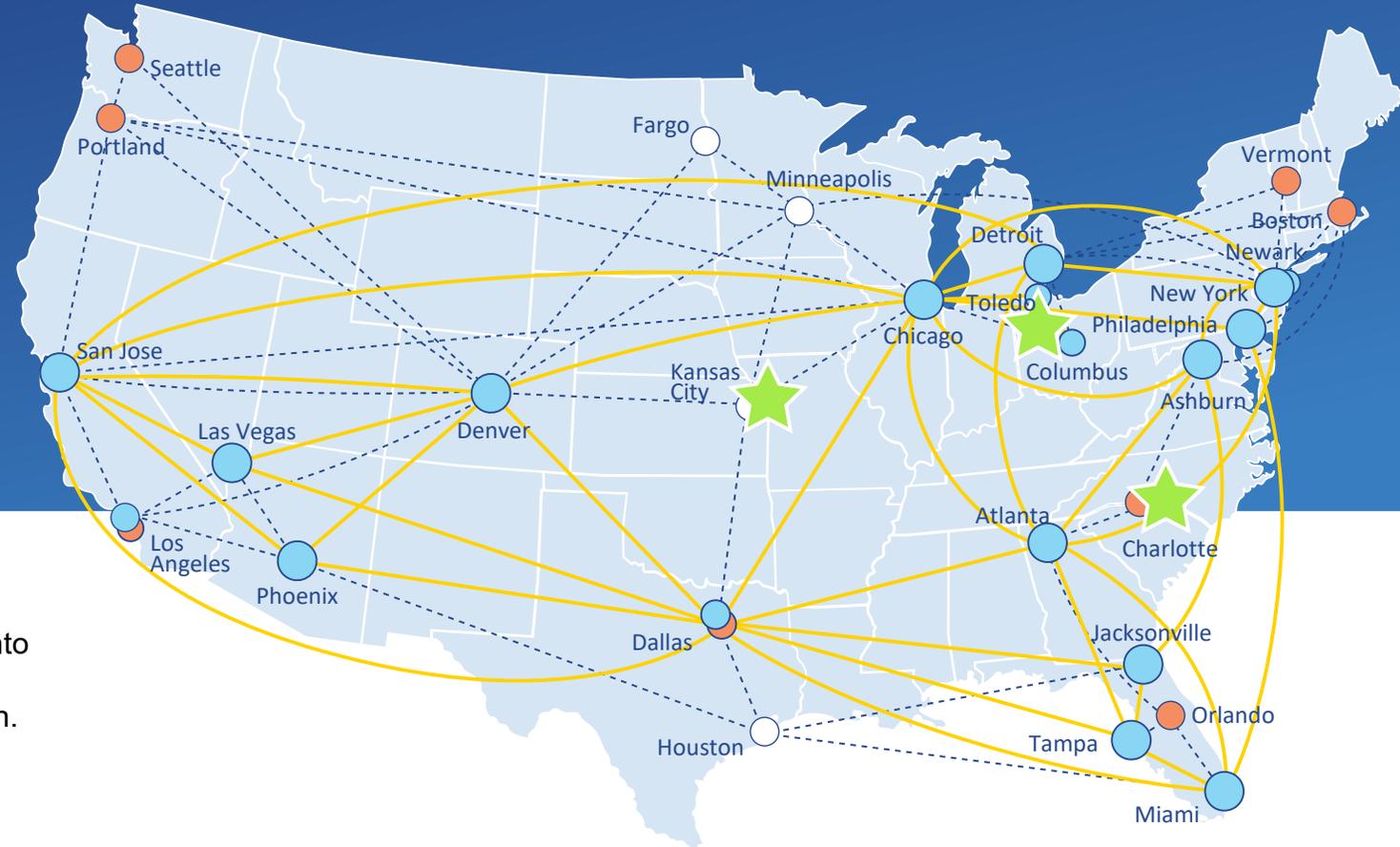
*18 are live, 12 are in process to turn up



**400+ Customers
ACROSS THE USA**

MANY BEING FORTUNE 500 AND BLUECHIP CLIENTS

Velocity's Private Nationwide Network Backbone



Uptime

- 99.999% uptime across our private nationwide backbone.
- We get our customers off the last mile as quickly as possible into one of our data center POPs (point of presence) to carry your critical voice & data over our private backbone to its destination.

Resiliency

- True diverse routes in and out of each data center POP, both from a carrier and pathing standpoint.
- Many of our POPs have 4+ paths in/out.
- Some larger cities strategically placed across the nation, even have two POPs in them for even more resiliency and scalability.

Low Latency

- We route your voice & data on the shortest path possible and over the lowest latency backbone segments to reach the destination as quickly as possible.
- This speeds up your applications and improves your voice quality at all times.
- There is much more to a high-performing network than grabbing any random Internet connection and hoping you get good performance.



Some of our Enterprise Customers



A Few of Our Hospitality Customers (over 7000 locations served)

Aimbridge

BRE
HOTELS & RESORTS

extended
STAY AMERICA

MARRIOTT

Hilton
HOTELS & RESORTS

CHOICE
HOTELS

LA QUINTA
INNS & SUITES

motel
6

SHERATON

L X R
HOTELS & RESORTS

BW Best Western.

HMM

HYATT

Fairfield
BY MARRIOTT

WALDORF ASTORIA
HOTELS & RESORTS

dreamscape

Suburban

RH
remington

TOWNEPLACE
SUITES
MARRIOTT

SPRINGHILL SUITES
BY MARRIOTT

HOME 2
SUITES BY HILTON

Red Roof

SUMMIT
HOTELS AND RESORTS

Residence INN
BY MARRIOTT

Regency
INN & SUITES

HOMEWOOD
SUITES by Hilton

COUNTRY
INNS & SUITES
BY CARLSON

CROWNE PLAZA
HOTELS & RESORTS

Holiday Inn
Express

HIGHGATE

Radisson

Executive Team



GREG KILEY
Chairman & CEO

- Founder & CEO
- 30+ Years Network & Telcom
- Primarily plays a sales role & strategic visionary



MARK WALKER
President & COO

- 30 years in Retail, Hospitality, and Manufacturing
- IT Executive, 30+ M&A deals, Enterprise Architecture, Infrastructure, Operations
- Food Lion, Delhaize America, Ahold, Extended Stay America, Ashley Furniture



BETTY ONG
Chief Financial Officer

- 15 years in the Telecom and Technology sectors
- Financial Executive, Financial Planning and Analysis, M&A integration, scaling and optimizing financial and accounting operations
- Unacast, Shore Group Associates, Thomson Reuters, Enforsys, and Verizon



JIM ROTHSCHILD
EVP, General Counsel & Data Privacy Officer

- 30+ years as a trusted adviser to C-Level executives at Fortune 1,000 companies and CEOs and owners of middle-market corporations
- Lead legal partner in 250+ acquisitions and dispositions for PE firms, Fortune 1,000 companies



WESTON MCDONALD
Chief Sales Officer

- 25+ years in Retail, Healthcare, and Financial Services industries
- Executive with experience across functional lines of business in consulting, sales, client management, and digital transformation
- IBM, Accenture, NTT Data, and others
- 20 Years Walmart Environment Experience



JOE ROSS
Chief Commercial Officer

- 25+ years in Media, Digital Media, Digital Signage, Sales and Marketing in the Retail, Entertainment, and Cinema Industries
- 15 years as a Company owner, with private equity transaction



CARLOS PAZ
EVP, Corporate Development

- 20+ years in Retail, Government, and Hospitality
- Experience leading Strategy, M&A, and Project Management Offices
- Lowe's, Extended Stay America, Mid-Atlantic District Export Council, and Vantage Laboratories



ANTHONY NGUYEN
CIO & CISO

- 15+ years in Retail, Marketing, and Manufacturing
- IT Executive, Network, Cloud Architecture, Security, Infrastructure, and Operations
- Food Lion, Delhaize America, Catalina Marketing, and Ashley Furniture



BRANDON LEHMANN
Chief Technical Officer

- 20+ years in Telecom, Retail, Marketing, Hospitality, Industrial, and Healthcare
- IT Executive, Architecture, Infrastructure, Software Development, Intellectual Property
- Regional & National ISPs, Higher Education, SMB Solutioning



Customer obsessed

We obsess over our customers by providing outstanding support, products, and services that deliver superior value. We do this by listening to our customers' needs, building long-lasting relationships, and responding with innovative solutions.



One team

We win together, as one team. We help each other succeed by fostering an environment that produces positivity, respect and creativity.



Do the right thing

We act ethically and with integrity – no exceptions. We keep our promises and do the right thing for our team members, customers and communities.



Let's go!

Fast and nimble, we act with a sense of urgency in everything we do. We constantly challenge ourselves to achieve more. We keep moving forward for our team members, customers and communities.

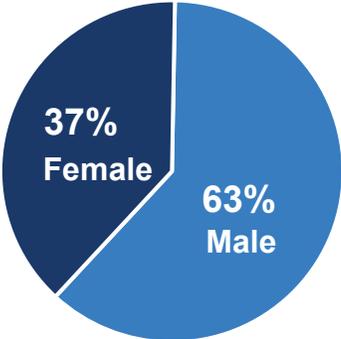


Diversity, Equity & Inclusion – Efforts and Committee



In 2020, Velocity established the Diversity, Equity, and Inclusion (DEI) Committee to promote an inclusive work environment and support causes that resonate with our team members. The DEI Committee has played a pivotal role in shaping Velocity’s inclusive culture and ensuring we move together as a unified and informed organization.

The formation of Velocity’s DEI and Outreach Committees has empowered our team members to share their stories and champion various initiatives important to them – uplifting and supporting disadvantaged groups and causes within our community.



Women in Management at Velocity, a Very High % for Tech Companies



Toledo Pride Parade



Veterans Day Celebration



4 Amazing Stories: Celebrating Women at Velocity
Storytelling – Historical / Cultural



Life at Velocity

Velocity is committed to diversity and inclusion and is dedicated to fostering a work environment where all team members are comfortable bringing their authentic selves to work and have equal opportunities to thrive. Our team members work collaboratively and draw inspiration from various perspectives and experiences that make each of us unique. This strengthens our connections with our team members, customers, and communities.

Certifications and Partnerships with Relevant Technology Providers



Certifications



Solution Partners



Industry Compliance & Security Programs Velocity Operated Under



Certifications



Cyber Insurance





THANK YOU!