

# Better Connected Employees

For more productive, confidently connected  
employee engagement

The future is exciting.

**Ready?**



“  
37% of the global workforce  
(1.3 billion people) will be remote  
mobile workers by 2015.”  
”  
(IDC, 2012)



# Better Connected Employees

Business productivity and efficiency are increasingly dependent on having a confidently connected workforce

The level of your personnel's commitment and motivation has always been critical to success. What's new is how much that engagement is now determined by your workforce being empowered and connected.

Vodafone can help you improve employee engagement – enhancing your productivity and speed to market – by enabling your employees to work how, when and where they need to. At the same time, we'll make sure you keep control of usage, costs and security.

## Market trends driving the need for engagement

Advances in consumer technology and the rise of social networking are changing people's expectations of how, when and where they can interact and share information. Younger generations in particular are entering the workforce with very different expectations of how they can communicate.

At the same time, competitive pressures are forcing firms to find ways of improving their employees' productivity, in order to maximise output without increasing cost. These pressures include a reduction in the time available to capitalise on new products, making it more important than ever for companies to get to market quickly.

The importance of having a confidently connected workforce is also being driven by the number of businesses with increasingly dispersed workforces. Personnel need to be able to collaborate remotely and communicate effectively. Added to which, the concerns of businesses, consumers and regulators about data privacy and security are being heightened by the rise in storing business data on mobile devices.

Finally, the pressures on organisations to reduce their carbon footprint are encouraging them to re-evaluate their working practices.

## The ready business

As well as the trends we can identify today, businesses need to be ready for whatever unforeseen changes await them in the future. A Ready Business will need to be flexible, fast-moving and responsive to the changing world around it. This means having the right culture, the right processes, the right people and the right technology. Better connected employees will be vital in creating a business that is ready to tackle any challenge and seize any opportunity.

## The business issues our solutions can solve

Businesses face a range of challenges in achieving a confidently connected and highly engaged workforce. We help our enterprise customers turn these challenges into opportunities. The leading questions we can answer for you include:

- How can I improve productivity and get to market faster by ensuring that people are always able to communicate and collaborate effectively, wherever they're located and however they need to work?
- How do I attract and retain the right people, then maximise their job satisfaction through smarter and more flexible working practices?
- How can I use new workplace technologies in the most effective way when I lack in-house skills and expertise?
- How do I control the costs of supporting an increasingly mobile workforce?
- How do I ensure the security and integrity of my company data whilst meeting my employees' demands for greater flexibility and choice of devices, platforms and applications?



85% of businesses believe that facilities to enable secure, collaborative working will be important or critical for their business over the next 5 years

**Source:** Business Readiness Study, Vodafone, 2014

# How we can equip you with a more engaged workforce

Our 6 pillars for increasing productivity with confidently connected employees

“Our business is growing globally. Our team are travelling more and they want to be connected at all times.”

Mario Pacifico, Executive Vice President of Luxottica shared services

## Strategy definition and implementation

To meet your specific business needs and objectives, our experts will define and put into practice the best strategy for becoming more mobile and working smarter. We'll provide you with a range of solutions such as unified communications, and services such as mobility optimisation.

Our planning workshops, diagnostic tools and design solutions will help ensure our proposals meet the needs of different types of employees. We'll also make sure that they are in tune with all the social, legal, cultural and economic factors that are relevant in the regions where you operate.

## Complete mobility solutions

To support the continuing success of your mobility strategy, we can provide a complete communications infrastructure.

This can include ensuring that your mobile communications work all over the world with mobile data connectivity, mobile broadband and roaming solutions.

It can also include ways to host your applications and data in the cloud, plus a range of solutions for managing your devices and users.

Vodafone is a Gartner Magic Quadrant leader for Mobile Service Providers and for Device Management. This is one of the reasons why we're trusted by global firms such as Panalpina to provide its mobile services across 28 countries.

## Solutions for smarter working

We enable you to be as productive as possible by ensuring that your employees can work and collaborate effectively wherever they are.

Our solutions encompass messaging, conferencing, IP and Ethernet Access, Managed Exchange and managed hosting, cloud, storage and mobile services.

We'll give your workforce access to the people, the tools and the information they need to make informed decisions. And we'll help you reduce your operating costs by lowering office, travel, energy and communications expenses.

When Vodafone implemented our proprietary, complete, cloud-based communications system – One Net – we increased productivity by 15%. Since 2012, the use of One Net has increased by 33.4%.

“

We now have more secure corporate email for more people. We expect to see more BYOD, but we recognise that some users have a corporate and a personal device – the advantage of the Vodafone solution is that the license is per user, not per device.”

Dan Morgan, Service Delivery Director, BMI Healthcare

### Robust security

We help you limit the risks that can arise from having an increasingly mobile workforce – risks of commercial losses, regulatory breaches or threats to individuals.

We'll do this by helping you assess the current weak spots in your security – using solutions such as our Threat Manager – as well as by developing appropriate policies with you.

Our robust solutions range from Vodafone's Mobile Device Manager – recognized by Gartner as a leading device management platform – through to secure email and our M2M Asset Tracker that protects your valuable company data.

### Fully-managed services

To achieve your specific objectives for mobility and smarter working, we offer a range of fully-managed services – from device management, managed exchange and BES services to specific applications.

This can help simplify your management, reduce your administrative overheads and eliminate the need for internal resources that would be better focused on your core business.

Our Managed Mobility services were recently recognised as 'market leading' in a Current Analysis report.

### Commercial flexibility and control

Our solutions for managing your employees' usage and expenses include Telephone Expense Management – acknowledged by Gartner as a market leader – Spend Analytics and Spend Manager.

They give you a better view of what's going on and provide more control of your communications costs.

Our flexible, commercial approach – including roaming packages, integrated mobile tariffs and unified communications options – enables you to limit those costs and work with your preferred balance of operational and capital expenditure.

70

We provide mobile voice and data services in over 70 countries

130

Our extended global network reaches 130 countries

# The key benefits for your business

“ We have asked Vodafone to provide us with a mobile email solution. By using their experience, we have been able to control costs and roll out the productivity benefits of mobile email to our employees.”

Amrish Patel, Information Systems Support Manager, JCDecaux

## Our checklist for your increased productivity through better engagement

The need to ensure you have the confidently connected workforce that can increase productivity opens up a number of business opportunities.

Simply ask yourself, would your operation benefit from:

- Improved employee productivity?
- More engaged and satisfied employees?
- Better decision-making and shorter time to market?
- Lower risks of security breaches and reputational damage?
- A better view of and more control over costs?
- Having internal resources freed up to focus on core business?
- IT becoming a business enabler not blocker?
- IT retaining control over technology usage?
- Solutions aligned with your business needs?

**With Vodafone, you can tick all the boxes.**

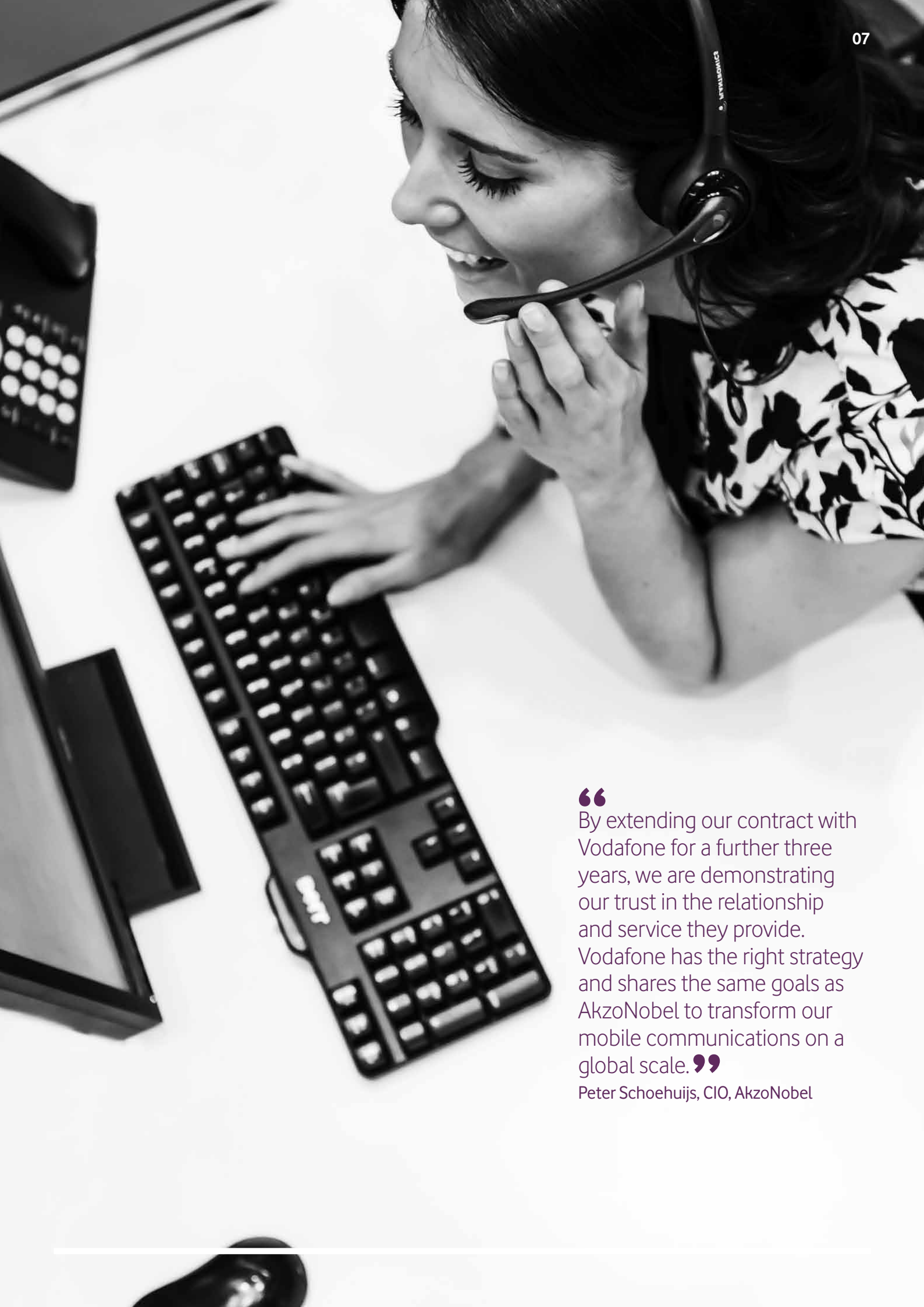
## Why Vodafone?

The enterprise partner that delivers on every front

Expertise and experience. Scale and reach. Commitment and vision. We bring everything you need from a partner – and more.

- We're already **trusted to deliver** communications services that many of the world's leading companies rely on, including Aviva, Cisco, Tesco and Standard Chartered Bank.
- We have a track record of **delivering innovative solutions** that support enterprise mobility and smarter working, including Vodafone One Net and Fixed Mobile Convergence services.
- We're also trusted to deliver **global mobility solutions** for many of the world's leading companies – including Barclaycard, Unilever and Novartis – whilst serving over 390 million mobile users worldwide.
- The breadth of our portfolio across fixed and mobile networks, hosting and cloud platforms, Unified Communications and Collaboration, managed services and consulting gives us a **unique ability** to fully support the mobility and flexible working needs of enterprises.
- We're recognised as a **market leader** by analysts for our expertise across areas such as telecoms expense management and managed mobility services; and we partner with other market leaders – such as Mobile Iron, Airwatch and Cisco – to deliver key elements of our solutions.
- Our **global reach** – In 2013 we delivered 52bn international voice minutes and supported 400m mobile customers across 150 countries. We are uniquely placed to deliver a quality experience wherever in the world your users need to do business.
- Our **depth of enterprise experience** enables us to develop services that truly reflect the complex needs of enterprise clients.





“

By extending our contract with Vodafone for a further three years, we are demonstrating our trust in the relationship and service they provide. Vodafone has the right strategy and shares the same goals as AkzoNobel to transform our mobile communications on a global scale. ”

Peter Schoehuijs, CIO, AkzoNobel

Find out more.

Visit our website at [www.vodafone.com](http://www.vodafone.com)

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