The Mobile Enterprise

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Connect!   Secure!   Empower!

Business should be free to operate without physical boundaries and limitations. Free to work in new ways, explore new opportunities and achieve ambitions . And free to do business with peace of mind

The journey to 'The Mobile Enterprise' starts here...

START 〉〉〉

There are three stages on the journey...

How the way we work is changing

1

The challenges customers are facing today
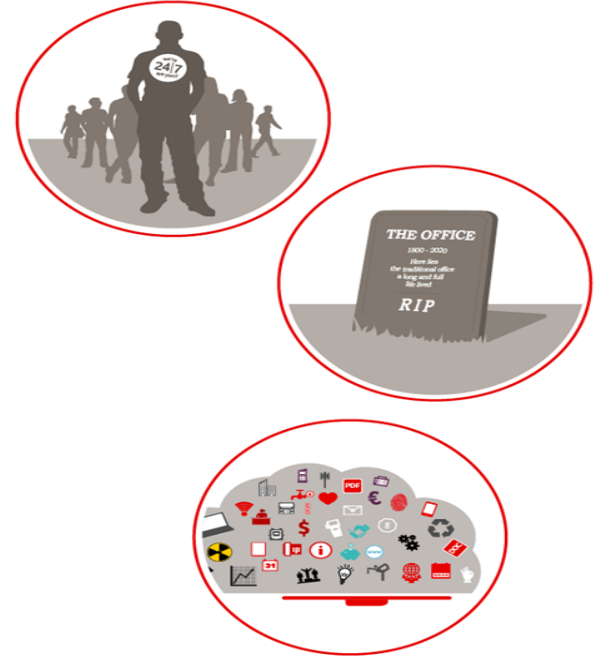
2

The tools for Enterprise Mobility

3

The new trends

- Customers needs "contact-ability"

- Mobilizing organizations

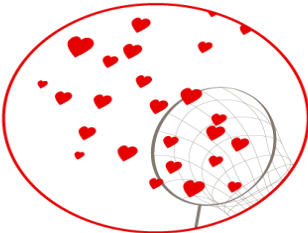- Everything, connected to everything

Controlling costs, remaining flexible, staying secure and responding to customers while allowing your team to balance their lives is good efficient business

The challenges customers are facing today

Simply staying afloat

Fight for every customer

Act larger, spend less

Motivating your people

Security first. Security always.

Ability to operate free from physical boundaries & limitations

Help you
operate more efficiently

Help you
stay ahead of the game

Tools for Mobile Enterprise 3

Help you
mobilize the organisation

Help you
manage your comms securely

The Mobile Enterprise

Allowing businesses to operate free from physical boundaries & limitations

1

Help you

Operate more efficiently

Vodafone Business Red

Converged Communication

Managed IP Telephony

2

Help you

Mobilize the Organisation

Combo

Smartphones and Tablets

Office 365

3

Help you

Manage your comms securely

Vodafone Secure Device Manager

Vodafone IP VPN

4

Help you

Stay ahead of the game

Cloud applications

Mobile Advertising

M2M vertical solutions

Operate more efficiently

Vodafone Business RED

Enables you to work efficiently, anywhere, anytime

	Worry free Communications	- Unlimited calls and SMS's to national networks - Unlimited calls to European fixed networks - International calls to any networks (up to 500 min) - Best data experience – generous data traffic up to 4GB - New smartphone every year
	Extra Benefits	- Roaming services - included in Business Red Plus and 'Roaming per day option for the other RED price plans 24/7 assistance at user level - Smartphone insurance - Best prices for smartphones - Combo option included for Business Red Plus

Operate more efficiently
Converged Communication
Empower your workforce to collaborate effectively

Vodafone Unified Communications is an integrated voice and video solution, entirely managed by Vodafone, that integrates

fixed IP voice

mobile voice

video conferencing

into a single solution, enabling you to define user profiles according to their business roles (fixed or mobile workforce).
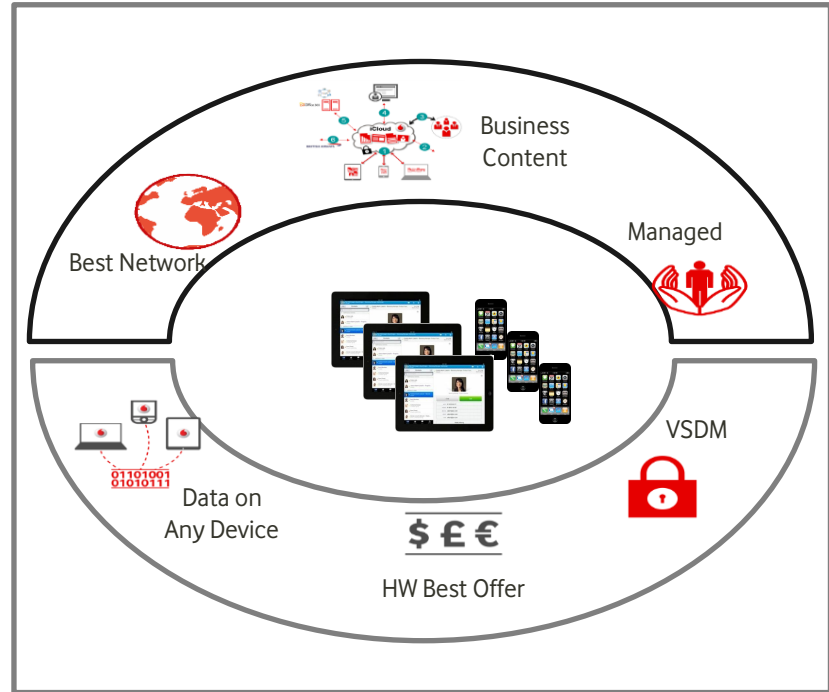
Mobilize the organization

Instant Access to
ordering system, CRM, SFA
catalogues, brochures, mails

Opportunity to
be more productive

Keep me
connected and responsive
to my clients

Possibility to
offer best information and be
more relevant to my customers

Business Content

Managed

Best Network

VSDM

Data on Any Device

HW Best Offer

Manage your comms security

Vodafone Secure Device Manager:
Addressing the security of mobile devices

Mobile Device Management

Compliance enforcement	Roaming Aware
Passcode Management	Device Lock and Wipe

Advanced Mobile User Support

File Management	Proactive Alarms & Alerts
Remote Email Configuration	Send Messages from Console

Apps & Content Management

Automated deployments	Application Provisioning
Bulk Device Management	Remote Conf Profiles & Apps

Asset tracking & inventory

Device, OS and application inventory	Monitoring of device status & statistics
GPS Tracking	Asset Management

Stay ahead of the game
What kind of machines can use M2M?

There are

65 billion

machines globally

A solution tracking a vehicle or asset such as a roadside digger

Fridges ordering milk direct from the supermarket when needed

Your water or gas meter delivering a reading daily to the utility company

Emergency or breakdown calls from your car

The possibilities are almost endless...

Why Machine to Machine?

Businesses today are exposed to unnecessary complexity, operational in-efficiency and additional cost

No or minimal visibility over machines, devices, people or assets

Customer can't track, trace, maintain, control, improve or manage these assets

Assets get lost, stolen, are inefficient, hard to run, break, suffer faults and affect customer satisfaction

Complex, inefficient, increased costs & poor customer satisfaction

Our Vision

"To connect every machine to transform lives and business"

How does M2M work?

A practical example

6

Vending machine notifies warehouse when full

1
A sensor detects that the vending machine is out of cola

2
Message is sent to the warehouse

3
Inventory is checked on the server

4
Driver is informed & given best route to all vending machines

5
Driver refills the machine
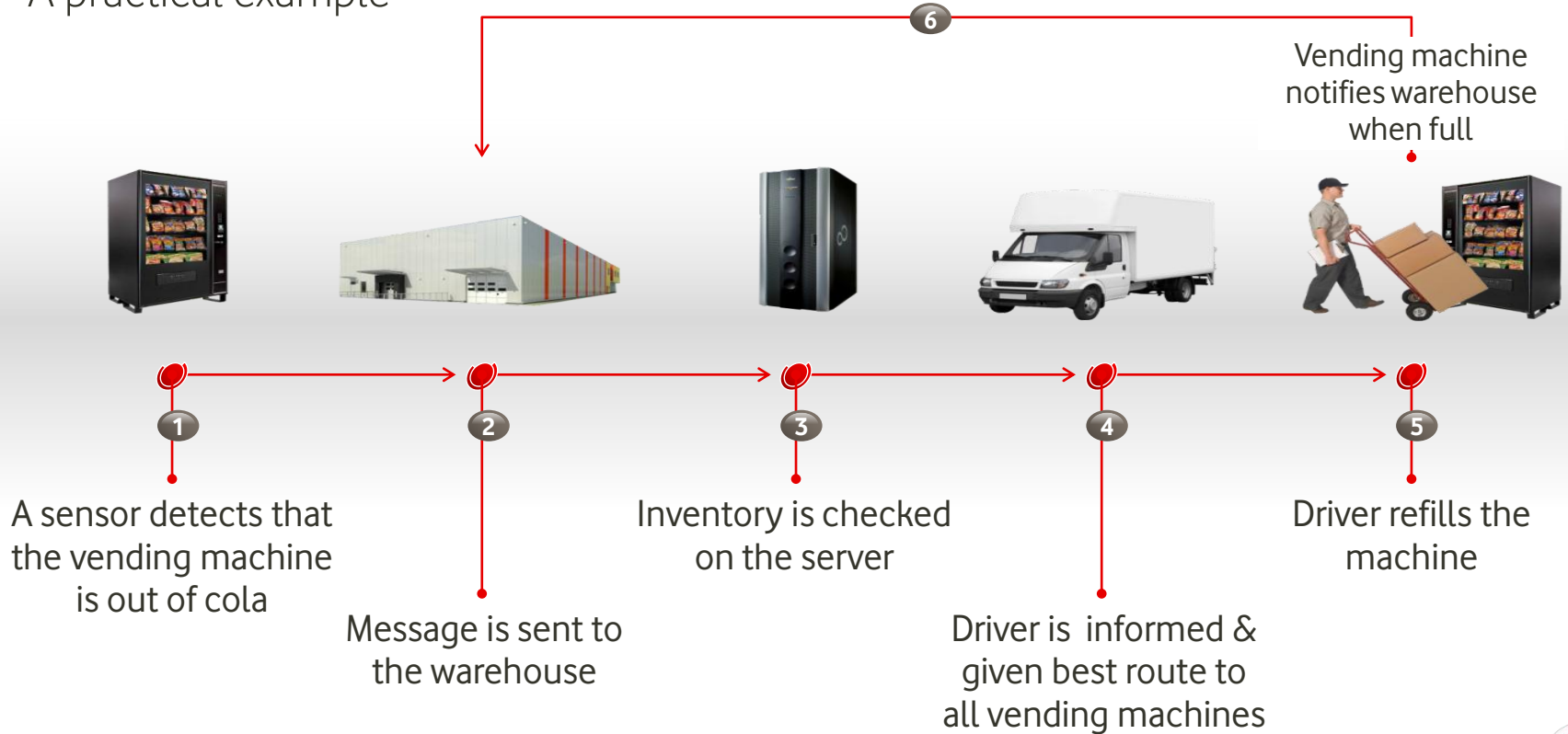
M2M Solution: Connected Cabinets

When everything always has to be in perfect condition, a lot of information is needed

Localization

- Where are the fridges at this point in time?
- When is a relocation taking place?

Settings

- How high are temperature and humidity?
- Are the fridges switched on?
- Is everything working properly?

Malfunctions & losses

- How is it possible to deal with errors in the documentation?
- How can product losses be minimized?

Sales & Stock

- How many products have been sold up to now?
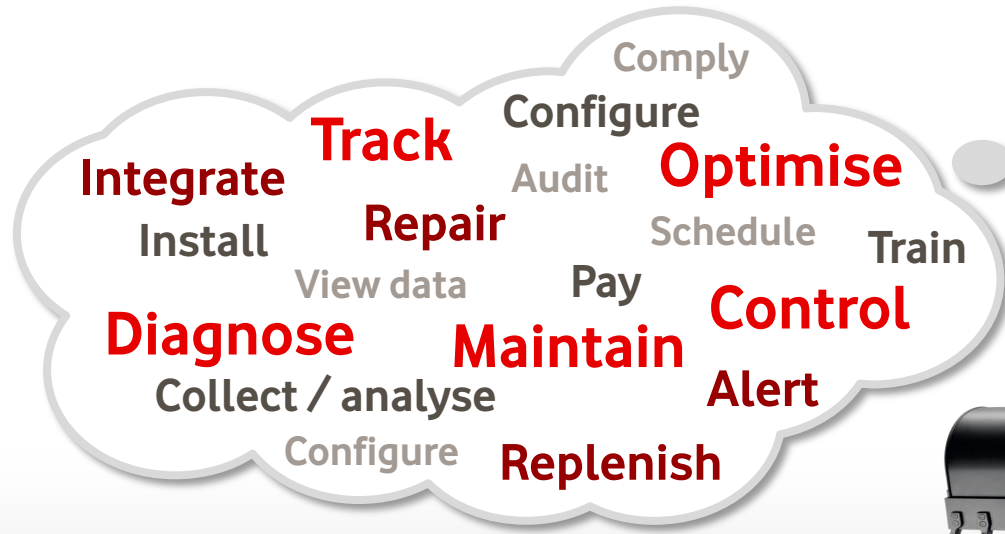- Are there still enough products in the fridges?

M2M requires new thinking for your business

All these interactions can be enhanced with connectivity...

Comply
Configure
Track
Integrate
Audit
Optimise
Install
Repair
Schedule
Train
View data
Pay
Diagnose
Control
Maintain
Collect / analyse
Alert
Configure
Replenish

Enabling new services, process and revenue streams

The benefits of M2M solutions

Operational Efficiently
Process optimisation & automation

☑ **Save time and money**

New Business Models
Innovation and new product development

☑ **Stay ahead of the game**

Customer Satisfaction
Service improvement tailored to customer needs

☑ **Increase customer loyalty**

Compliance
Regulation and legislation support

☑ **Avoid penalties & improve business practices**

Sustainability
Efficient business practices

☑ **Reduce co2 & energy costs**

Analysts recognize Vodafone as the clear leader

Best Mobile Product or Service for Automotive, 2013

Positioned as a leader in the global M2M services market, April 2012

1st Place in M2M Communication Service Provider Benchmarking Study, January 2012

European M2M Telecom Service Provider of the Year 2011

1st Place: M2M Communication Service Provider Scorecard, 2011

Putting everything together…

Workplace Trends	Contact-ability	Mobilizing organizations	Everything, connected to everything

Business Challenges

Simply staying afloat	Fight for every customer	Act larger, spend less	Motivating your people	Security first. Security always.

Solutions

operate more efficiently

Essential contactability in an 'always on' commercial environment, conducting business whenever you need, from wherever you are, on whatever device you like

mobilize your organization

Financial freedom to improve efficiency with outsourced IT and telecommunications, tailored single supplier single bill payments, and no upfront capital investment

manage your comms securely

Security for your mobile IT estate in a world of mobilised business applications and increasing workforce demand

stay ahead

Extend mobile connectivity beyond people into processes, assets and machine to exploit productivity benefits of the 'internet of things'

The Mobile Enterprise

Ability to operate free from physical boundaries & limitations

Thank you!