

Vodafone IoT Professional Services



Enabling you to achieve exceptional
results from your IoT strategy

vodafone.com/iot

Vodafone
Power to you



Empower your business

The Internet of Things is becoming a key component of how you compete. We can help you maximise its potential.

A revolution is underway

The Internet of Things (IoT) is transforming the world around us. It is changing products, business processes — even the way businesses interact with their customers.

Already, more than a quarter of organisations have initiated IoT projects¹, and all analysts agree: IoT capabilities will be a key component of how companies compete in the future.

83% of adopters say they have gained competitive advantage from deploying IoT.

Vodafone M2M Barometer 2015

Working together we can produce great results

IoT can be complex, involving many parts of the business, new strategies, technologies and processes.

Projects may need future-proof solutions, large-scale technical integration and regulatory compliance. This demands specialists skills and experience that many organisations do not have.

Vodafone IoT Professional Services can help you at every stage of your initiatives: from initial scoping of the business case to day-to-day operations.

We have extensive experience of delivering IoT solutions, and deep vertical expertise across all industries. So whatever your requirements, whatever your priorities are for IoT, we can help.

Vodafone IoT Professional Services can help you:



Identify the right IoT solutions to meet your business goals.



Develop a business case for IoT investment, based on achievable ROI.



Secure your IoT projects from the outset, through our tried and tested methodologies.



Shorten your time-to-market by leveraging Vodafone's expertise.



Continue to innovate and expand the value that IoT is creating for your business.

1. Vodafone M2M Barometer Report 2015

A roadmap for IoT success

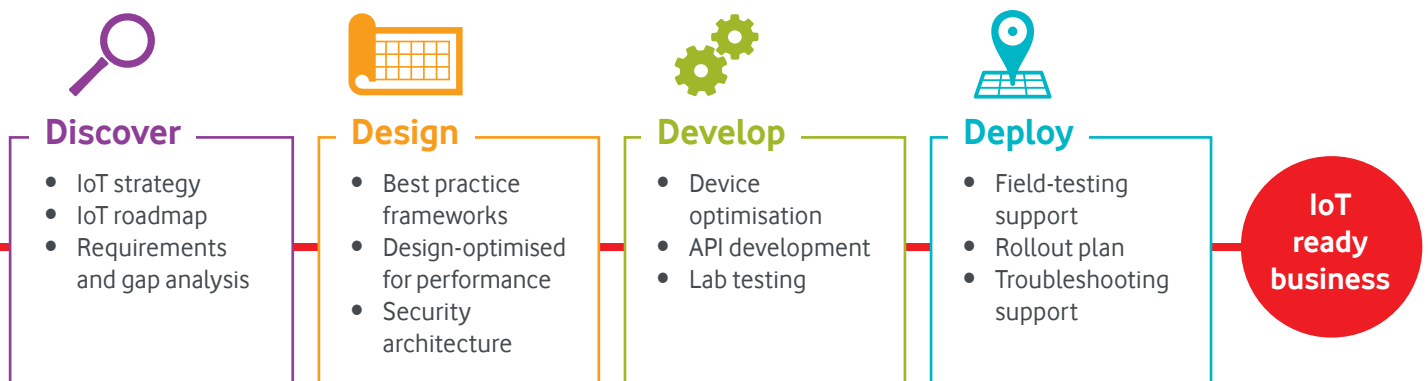
Vodafone has supported hundreds of organisations of all sizes, across all industry sectors, to help them achieve their IoT goals. We understand what drives success and with our support you can accelerate your time to deliver ROI.

Four steps to success

Our IoT Professional Services consultants have extensive technology, process and industry knowledge, and bring together in-depth experience in advising and supporting clients through a collaborative approach.

Our expertise is more than just technical: it's founded on industry knowledge and best practice we've developed over 20 years. Our tailored approach ensures we understand your business and your long-term goals to deliver end-to-end solutions that meet your requirements.

Our tried and tested methodology includes the following services:



Our professional services engagements can include:

- **Interactive workshops.** We can bring our team — including both industry-specific and technology experts — to help you define your IoT roadmap, business cases, target architecture and gap analysis.
- **Collaborative solution design.** Our architects and domain experts collaborate with you to design a solution that meets your business needs and is optimised to deliver peak performance.
- **Pre-deployment testing.** We can offer a robust and repeatable test environment at our dedicated IoT innovation centre, to identify any potential issues ahead of deployment.
- **Comprehensive knowledge transfer.** We can help ensure that all your staff are up to speed, and have the necessary skills to take over day-to-day management of solutions, where needed.
- **Specialist consultancy.** We offer a range of services in areas such as security, application logic design, API development and management to help you make the right choices for your solution.
- **Ongoing support.** If you need additional expertise from across our global IoT teams or the wider Vodafone group, we're there when you need us.

Why choose Vodafone IoT Professional Services?

Nobody knows IoT better or is more committed to ensuring you succeed.

We can demonstrate IoT leadership

Vodafone has consistently been recognised for our IoT expertise, by our clients and peers.

We've been highly rated by leading industry analysts such as Analysys Mason and Machina Research and have been positioned as a Leader in the Gartner Magic Quadrant for Managed Machine-to-Machine Services for two years running.



We have unrivalled expertise

Vodafone has more than 1,400 dedicated IoT experts that you can rely on.

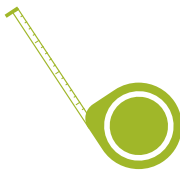
We've been delivering IoT solutions to our customers for more than 20 years. Our IoT Professional Services staff can help you with every stage of your transformation into an IoT-enabled business.



Our solutions are tailored to your needs

We have delivered IoT applications for organisations of all size and across all industries, so we know how to make your IoT solution deliver maximum value for you.

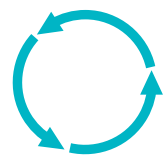
Our team of experts will ensure your business takes advantage of best practices and methodologies for IoT implementation to ensure you achieve maximum ROI.



We can deliver complete solutions

We have the experience to ensure our solutions are seamlessly integrated with your business processes. And we operate across the globe so we are there wherever and whenever you need us.

Our professional services combined with our IoT solutions and network connectivity provide end-to-end experience, all from a single supplier.



Find out more

For more information about our professional services and IoT solutions, please contact us on iot@vodafone.com or visit us at vodafone.com/iot

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