Accelerate your IoT innovation journey

Discover Intenet of Things

The Internet of Things (IoT) has become a vital technology for businesses and is a key element for driving future innovation, efficiencies and new business models.

According to our findings in the Vodafone IoT Barometer Report, 76% of businesses said that IoT is "critical" for the future success of any business in their sector. But many businesses are yet to define their IoT strategy and roadmap.

The Vodafone's Discover IoT consultancy service offers a unique approach to help you define your innovation journey and to harness the disruptive potential of IoT.

Using an interactive and structured approach, we will help you explore the opportunities for IoT within your business, validate with a proof of concept trial and develop a robust IoT Innovation Roadmap.

What do we offer?

Through our tried and tested 'Design Thinking' innovation model, Vodafone offers specialist IoT innovation consultancy to help your organisation to develop an IoT strategy that supports your goals.

The first stage focuses on the opportunity space and combines a series of interactive discovery workshops where our consultants will share insights on the key drivers behind the IoT megatrend, building blocks of a robust IoT solution and case studies on how enterprises are using IoT as a driver for innovation and business transformation. The workshops will arm you with the knowledge you need to develop your IoT Innovation roadmap.

The second stage is an optional but highly recommended phases that focuses on the solution space. Work with our consultants to identify candidate scenarios to take forward into a live trial. Our technical experts will guide you through technical solution options and help you set up the trial – providing you with everything you need to get started quickly. And at the end of the trial, our consultants will help you analyse the results and develop an IoT roadmap tailored to your business goals.

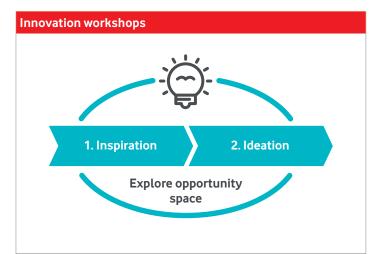### Benefit from Discover IoT Consultancy

Our Discover IoT consultancy service will help you to:

- Shorten your IoT learning curve through our interactive and insightful workshops.
- Identify and roadmap the mostpromising IoT concepts that address your business challenges.
- Validate your IoT concept and assumptions through a proof of concept solution trialled over a short period, all with minimal investment.
- See the business benefits and value that IoT can offer and finetune your concepts.
- Record critical data points for a more credible business case.

IoT Professional Services
Discover IoT

Key features and benefits

Our in-house consultants have a wealth of experience delivering innovative IoT solutions to address clients' business challenges, across a range of industries. Vodafone is recognised by industry analysts as a world leader in IoT technology and solutions. We have developed many of the IoT technologies and standards ourselves, ensuring we are well placed to provide expert advice.

Leverage our business and technology expertise to bring your IoT ideas to life.

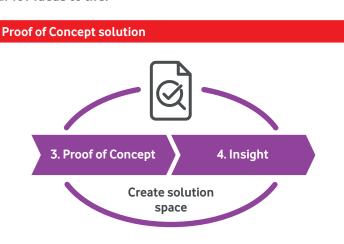| Innovation workshops	Proof of Concept solution
1. Inspiration → 2. Ideation — Explore opportunity space	3. Proof of Concept → 4. Insight — Create solution space

Inspiration:

Through interactive workshops, our consultants will share insights and case studies on how businesses across a range of industries are using IoT as a driver for innovation and business transformation.

Ideation:

We will start by reviewing your business goals or challenges and shortlist key themes to explore. We will map the IoT use-cases against your business themes to develop a shortlist of concepts. Each concept will be reviewed in detail and defined in an IoT innovation roadmap.

Proof of Concept (PoC):

Our consultants will support you in developing the success criteria, PoC plan and baseline KPIs. Our technical experts will guide you through a range of technical solution options and help you set up the PoC.

Insight:

At the end of the PoC period, together we will review the outcome and analyse the KPIs against the PoC success criteria. The findings from the PoC will be documented along with recommendations on how you can utilise this intelligence into the wider business, potentially taking this forward to a full scale implementation.

We offer our services in two packages:

1. Innovation workshops only	2. Innovation workshops and a standard Proof of Concept

We are able to customise the PoC stage to meet your requirements.

Why Vodafone?

Vodafone has more than 20 years' experience in the IoT arena with more than 1,400 dedicated IoT experts.

We bring unrivalled capabilities together as one of the world's largest mobile networks with outstanding customer experience and a long track record of success with more than 66 million IoT connections deployed.

Our customers are confidently connected, receive unmatched services and benefit from proven expertise.

Vodafone will enable you to harness the full potential of IoT technology with a range of professional services and keep your organisation ahead of the game.

Next steps

To discover more about how Discover IoT Consultancy Service can help your organisation make the most out of the IoT potential, visit vodafone.com/iot or contact iot@vodafone.com.

The future is exciting.

Ready?

vodafone