

Vodafone Discovery Workshops

Gary Butler – Head of Unified Communications

The benefit of a Discovery Workshop, I think its a very easy way to have a dialogue between the customer and Vodafone, to really identify some quick wins where we could either reduce costs within the business, improve productivity, or importantly improve the customer experience so you can actually improve revenues for the business.

Jon Rutherford – Head of Business & Public Sector Marketing

I think the really important thing for public sector customers are using the Discovery Workshops to identify ways to cut costs, but also ways to improve the service that they deliver to customers.

Adrian Hipkiss – Head of Sales, Vodafone Unified Communications Group

We start with a piece of consultancy, which is free, which enables us to come in for a day or so, look at the organisation and produce a solid piece of work, which will give you a steer on which direction we should go.

Jon Rutherford

I think the really exciting thing about Discovery Workshops are firstly it lets us understand what customers really really want, get really close to the issues in customers' businesses today that need to be fixed.

Gary Butler

It is about a discovery, its about discovering new opportunities that, you know, using Vodafone, we can delivery real business benefit to the customer.