

## Grant Thornton Case Study

### Greg Swift – IT Director, Grant Thornton

Grant Thornton UK LLP is leading business and financial advisor, providing services of assurance, tax and special advisory services to over 40,000 individuals, privately owned businesses and public interest entities.

We want to provide excellent client service, and one of the ways we can do that is to make sure that people aren't tied to an office, so flexible working is really important.

### Matt Laverack – Messaging Manager, Grant Thornton

We wanted to provide a simple and secure method for our mobile workers connecting and also to provide a solution that's robust enough to support our diverse client base and our large mobile workforce.

### Greg Swift

I've got a mobile workforce, working all over the world. I need to know that there is a good network that they can rely on, not just in the UK. In addition to that, I wanted an organisation that demonstrates innovation. I wanted to know that there was going to be a development path for the solution that I was looking to implement.

Vodafone, from the initial engagement, have really listened to what Grant Thornton needed.

The nature of the people in Grant Thornton, makes it very challenging in terms of when they're mobile. They don't just need access to calendaring, they don't just need access to email, they may need access to applications, and that is one of the challenges for a professional services firm, in making sure they've got the tool kit to be able to do the job effectively.

### Glenn Stone – Project Finance Partner, Grant Thornton

We have clients in many countries. Clients will phone me, day or night. I need to be contactable when they want to call.

### Matt Laverack

Security is vital to everything we do in “I-eting” Grant Thornton. If you think about the diverse client base which we support, public entities and private entities

– none of them would like to think that Grant Thornton was operating in an insecure manner.

#### Greg Swift

We can't afford to have security breaches, we can't afford to be seen to be insecure, so for Grant Thornton its absolutely key.

The solution that Vodafone is providing is a combination. On one hand we have the 1600 Blackberries, in addition to that, we have data cards and the Vodafone secure remote access.

#### Matt Laverack

The support we received from Vodafone in terms of deployment was excellent, and there was a team dedicated to Grant Thornton to ensure that that worked.

#### Greg Swift

What Vodafone secure remote access does is really enable us to make policy changes as we need to, and that's a big benefit.

#### Matt Laverack

It has given us control over the methods in which users connect and we can actually do that in a granular fashion, so chose particular groups to have different types of access. It also gives us added security, and gives us the knowledge that users aren't trying to by-pass security, and it also gives us a one-stop-shop for connectivity for our remote workers.

#### Greg Swift

One of the key business advantages that Grant Thornton is seeing is around costs. What we wanted and what we got is visibility of costs, and Vodafone were very good working with us around a commercial package that would meet our needs.

The way that we have adopted flexible working has indeed given us a degree of agility.

#### Glenn Stone

Its just so easy to communicate now, in whatever form we want to, where ever we are.

### Greg Swift

Grant Thornton needs to be in a position where we can be agile, and we can respond to those requirements and those client needs as they arise.

### Glenn Stone

With good communications, that work where ever you are, we can speak to our clients when we wish to, or more importantly, when they have a problem they can speak to us immediately. All around it is a much more efficient way of working.

I think the Vodafone secure remote access has been an excellent choice for Grant Thornton. It provides security, it provides flexibility, it provides agility and it provides growth.