

Executive Overview

- Vodafone is a leading technology communications company. Established in the UK in 1984 and operating in the US since 2005, Vodafone has over 40 years' experience delivering services in more than 190 countries.
- We provide mobile and fixed services to over 340 million customers in 15 countries, partner with mobile networks in over 45 more and have one of the world's largest IoT platforms, connecting >200m IoT devices globally.
- Financial technology businesses serve almost 83 million customers across seven countries in Africa – managing more transactions than any other provider.
- As part of the broader group, Vodafone Business shares the extensive reach and capabilities of Vodafone, serving 4.8 million enterprises globally, with 1,400+ of the world's largest companies.
- Our expanded Channel Partners strategy is, together with our Channel Partners, to better serve international businesses based in the US, ensuring they can efficiently digitalize and scale.

Product & Service Offerings

- Global mobility
- Fixed connectivity
- Internet of Things (IoT)
- Cloud and security solutions
- Device Lifecycle Management (DLM)
- Unified Communications
- Professional and managed services

Sales Engineer Take On Best Fit

Vodafone is a best fit for multinational corporations with significant operations in Europe, Africa, and Asia Pacific, requiring a wide range of mobile, fixed, and IoT services from a globally recognized provider. Their extensive international network and diverse service offerings make them a strong contender for organizations with a substantial global presence.

Chip Hoisington - VP of Connectivity & Colo

Key Features & Differentiators

Global Footprint:

- Significant international presence, operating in over 190 countries
- One of the largest operators of submarine cables, with capacity on 80+ Subsea Cable Systems
- Are among the top five internet providers globally with over 20% of worldwide internet traffic, equivalent to over 12 Tbps
- 275+ Points of Presence and 1M+ km of terrestrial fibre
- Direct Internet access in 132 countries

- Fixed Wireless Access service in 73 countries
- 74 countries with IP-VPN
- 168 countries with 4G roaming- our leading global 4G roaming footprint serves twice as many destinations as the next best local competitor in most of our markets, and 5G services in 93 countries
- Over 2 billion Voice over IP minutes per month

Flexible Capabilities: We support our customers' technology needs E2E, by working with you across ideation, solution design, delivery and commercial management. We provide flexible contracting and billing options and manage regulatory and tax complexities across regions for global companies from a single point of contact.

International Dedicated Team & Local Expertise: Our team of international specialists understands the intricacies of local markets, simplifying global operations.

Comprehensive Portfolio: We deliver simple, off-the-shelf services that are easy for Partners to sell and connect international U.S. companies to parts of Vodafone's global network, along with proactive service improvements or bespoke service innovations, ensuring seamless service integration for our partners and customers.

Top Industries Served

- Financial Services
- Industrial
- Energy
- Transportation

Ideal Customer Profile

- *International Enterprises* - multinational in nature, ideally 50% or more of the sites outside the US, needing multi-lingual and time-zone support. Enterprise level customer (Data center and branch level)?.
- *Reducing complexities & cost* - Looking for a single pane of glass / single vendor solution for security and networking, easy to deploy and manage.
- *Flexibility* - Customer that requires managed and/or professional services with flexibility of commercial approach?, that supports customization and scalability?.
- *Going through digital transformation* - Dealing with heightened threats and multiple local regulations mandated by Governments, driving their secure networking transformation.

Elevator Pitch

Keeping pace with digital development can be challenging – that's why Vodafone is here to help your business succeed. Vodafone is constantly investing in new technologies to provide a platform for businesses of all sizes to innovate, achieve and stay connected – all backed up by their award-winning global network.

