


# How we can help you to accelerate the shift to digitalisation.



We're helping travel and transportation businesses embrace disruption and gain value from the shift towards digital. We can demonstrate the value of the value of a modernised comms infrastructure and opportunities to realise cost savings.

It's something we should talk about – how we can work together to create a platform that enhances your digital transformation.

## **O<sub>2</sub> Gateway – your foundation for digital transformation**

Our innovative, converged network, O<sub>2</sub> Gateway, delivers all our customers' digital and connectivity needs as a service that is simple to use.

# Time for a new way of working

Organisations must create seamless experiences for customers, while still providing cheaper ticket prices and maintaining security, whether for an individual or their personal data. Simultaneously, increasing operating costs, peak demand management and rising expectations are forcing many transport companies to rethink the way they operate.

This transformation is being driven by digital technologies. Digitisation is changing everything – the introduction of new competitors, regulatory obligations, and greater automation. It's providing new opportunities to stay competitive, meet compliance obligations and protect people and customers. The end result: a more connected industry that is run more productively and sustainably.

**With O<sub>2</sub> Gateway you can underpin your digital transformation and stay one step ahead.**

“

We can get models based on facts not on projections in a way that helps us challenge opinions and deliver a significantly better service. It brings everything together in a way that we can use and helps us make better decisions.

”

**James Cohen, Rail Franchise Bid Manager,  
First TransPennine Express**





# Introducing O<sub>2</sub> Gateway

As your technology partner, we can help transform how the right comms infrastructure empowers your business.

O<sub>2</sub> Gateway offers that single integrated connectivity platform, entirely owned and managed by O<sub>2</sub>, giving you converged access to multiple services with one point of contact and one SLA.

## What does this mean?

O<sub>2</sub> Gateway will seamlessly connect your sites and your people to all the services and business applications they need. Designed as one platform and built to be future-proof, so you can add new technologies and applications quickly, plus scale up and down at your own pace as your business demands. It offers the best platform for digital infrastructure – no other provider offers this with the same end-to-end capabilities or flexible pricing.

The combined effect on your business will be rapid improvements in your cost base, customer satisfaction and competitive advantage.

## An optimistic outlook

### Effective digital transformation addresses key challenges... ...in travel:

- Connecting people and places through devices helps deliver better customer experiences
- Reducing time lost to mundane tasks frees up people to provide better service and saves budget
- Better use of data and communications can overcome key issues in the event of a cyber or ground attack

### ...in transportation:

- Insight into use of assets reins in increasing operating costs
- Data analytics help manage complex seasonal peaks
- Anytime, anywhere comms keep people safe and in touch at all times

# Your one-stop-shop for connectivity

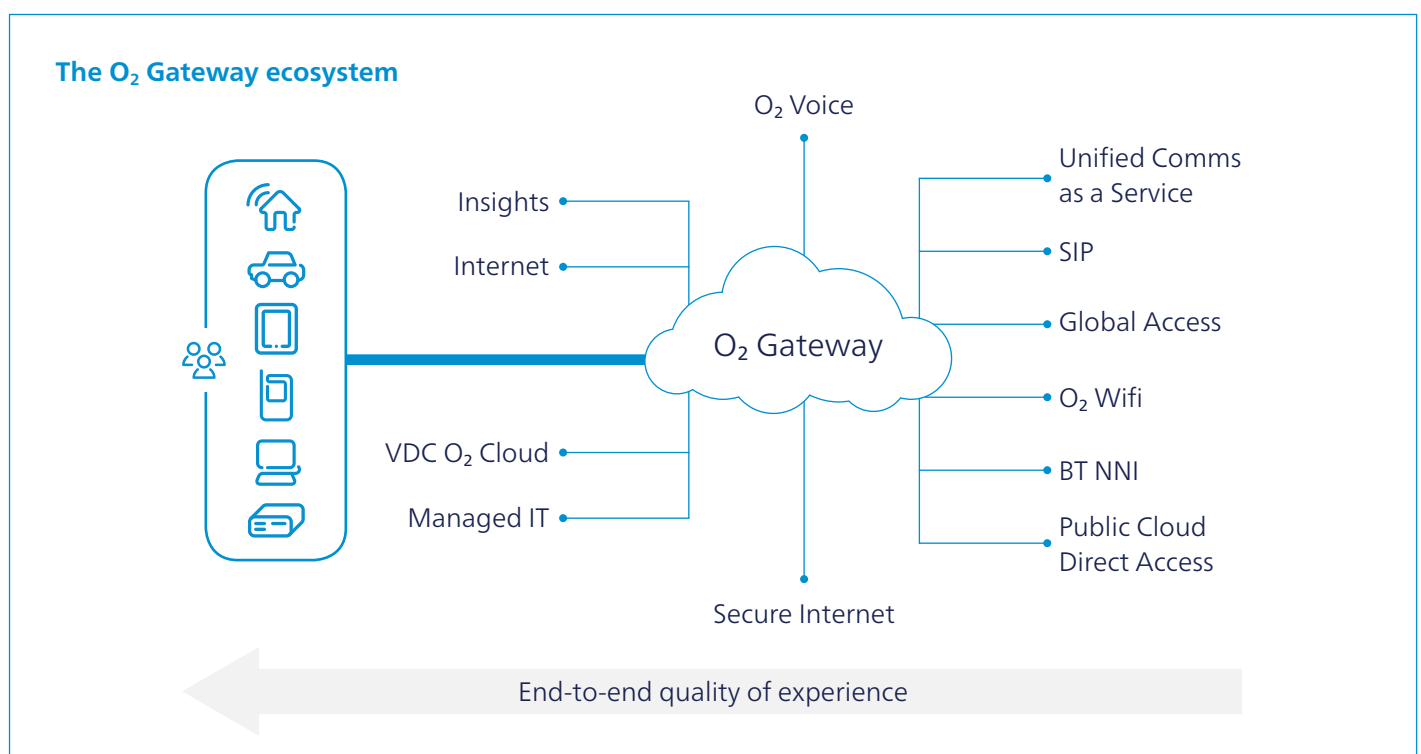
Whether it is internet access or as a site-to-site corporate WAN transit, O<sub>2</sub> Gateway provides the connectivity for all your digital needs. Because O<sub>2</sub> Gateway is wholly owned end-to-end by O<sub>2</sub>, adding new digital services is simple and quick without having to wait for a legacy WAN provider to catch up.

## Improving everyday efficiency

When your people can communicate and collaborate without disruption, you can be more productive. O<sub>2</sub> Gateway optimises your infrastructure so your staff or drivers or managers can interact with ease. It works seamlessly with 3G and 4G, so there's no need for messy VPNs. It also allows you to offer single-number services to your customers, making it easier for them to contact you.

## Supporting the digital ecosystem in a global market

O<sub>2</sub> Gateway offers connectivity to the largest digital ecosystem in the market, allowing customers direct cloud connectivity to Amazon Web Servers, Microsoft Azure, O365, Google and Oracle cloud services. It seamlessly enables SIP, UC as a Service, private cloud and O<sub>2</sub> Wifi access. And through our Telefonica global reach, O<sub>2</sub> Gateway WAN connectivity can be extended to over 125 countries around the world.





### **Giving you greater agility**

Once connected to O<sub>2</sub> Gateway, you'll be able to roll out new or additional services quickly and scale bandwidth up or down. Changes like these are unlikely to disrupt the physical infrastructure, which means rapid deployment and faster adoption.

With integrated 4G and ready for 5G, O<sub>2</sub> Gateway also makes it easy to connect new sites to the corporate network faster than with traditional fixed infrastructure.

As well as a single, attractive commercial agreement, you can add services easily and reduce costs. If you have O<sub>2</sub> Wifi but want to add Skype for Business or MiCloud, we can just switch it on.

### **Offering a simple and secure experience**

Because O<sub>2</sub> Gateway is a converged platform, we have better control over services and user experience. If any problems arise, we'll sort them out rather than leave you to juggle multiple providers. One partner and one set of SLAs helps you deal with issues before they impact your bottom line.

O<sub>2</sub> Gateway also makes access to the corporate network much smoother. Remote workers on any devices get the same secure, direct connections as those at headquarters. All mobile devices are given private access points that keep data separate and secure from the internet.

We are the only business to gain the government's National Cyber Security Centre security certification, CAS(T) for both WAN and mobile services. CAS(T) certifies an enhanced level of security over ISO27001 including additional controls where conformity to the controls is mandatory and independently audited annually to provide peace of mind.

# Impact of O<sub>2</sub> Gateway



## In the boardroom

- Faster route to smarter working and digital transformation
- Better use of resources and more cost-effective projects
- Enhanced access for remote teams to corporate data through 3G and 4G
- Proven savings of millions



## For procurement

- Multiple services provided under a single SLA
- Easier way to allocate resources
- Simplified contract information for easier internal decision-making
- Reduced costs from flexible commercial options



## On-site

- Easy access to full corporate network from any site
- Seamless collaboration for managing complex projects
- No hassle to add new sites onto the network
- Fewer errors and less time on the job



## For IT

- Simpler network and user access management
- Faster provisioning of new services (days not months)
- Consistent user experiences across the network
- Peace of mind at network, connection and endpoint level
- Dedicated access from your corporate network to public cloud providers where other services, databases or systems are hosted

O<sub>2</sub> is on a mission to be **“the best provider of integrated digital services in the UK”** based on three key pillars: creating a platform for a digital economy; providing service excellence, whilst being underpinned by brilliant digital experiences.

# Next steps

Let's meet to review your connectivity requirements and where you could see the biggest impact from O<sub>2</sub> Gateway. We can speak first to discuss the most appropriate attendees, agenda and timeline for a meeting.

## And here's how you can benefit:

- O<sub>2</sub> Gateway is the UK's first truly converged, ubiquitous communications network recognised at the Computer Vendor Excellence Awards in 2016 with the 'Networking Infrastructure' award.
- It gives your business a proven blueprint for digital transformation, so you can:
  - » deliver exceptional customer experiences,
  - » work smarter and make decisions faster,
  - » maintain health and safety standards,
  - » keep people safe at all times,
  - » profit from potential cost savings of £3 million over 3 years, and
  - » rest assured that security's in-built as we're the only provider to achieve CAS(T) security certification for mobile and wide area network (WAN) infrastructures.
- It unifies multiple communication and collaboration tools so your people can work securely and without interruption.
- It offers all of this through one contract, one supplier and one network.
- **On an award winning network** – and we want to keep it that way. That's why we continue to invest significantly in our network, as uSwitch recognised when we won Best Network Coverage in the uSwitch Mobile Awards 2018. And Ofcom has confirmed that we've delivered on our licence obligation to provide 98% indoor coverage for 4G. Our commitment to invest significantly in our network will help us further strengthen the experience for our customers through improved coverage, more reliability and increased capacity.

# Want to learn more?

Call us on 01235 433507, or watch the video [here](#).



