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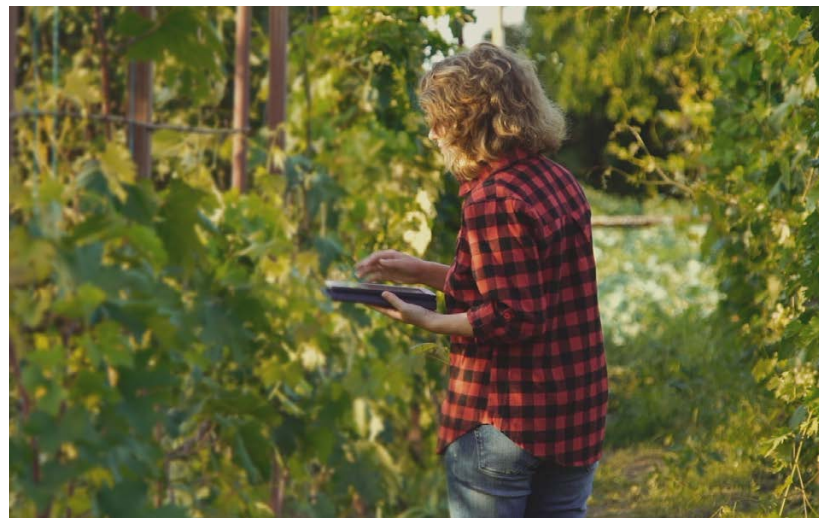
Creating data-driven business breakthroughs

Vodafone Business collaborates with Dell Technologies to create a cloud platform that enables customers to adopt new technologies such as data analytics and Internet of Things (IoT).

Vodafone Business delivers 5G connectivity, communications, Internet of Things (IoT), cloud, remote working and security solutions to customers around the globe. The company serves 70% of the Fortune 500 and approximately 2,000 of the world's largest enterprises.

Transformations

Partnership to fuel cloud transformation.

Enables commercial and public-sector customers in Italy to pursue innovative, transformative initiatives.

Outcomes

Enables enterprise-class cloud environment and simplifies operations.

Accelerates customers' digital journeys and workload deployment.

Supports the adoption of new technologies, including data analytics and IoT.

Empowers employees by having applications available from anywhere.

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Partnership to fuel cloud transformation

Vodafone Business designs innovative offerings specifically for its markets. For Italian customers, it created the Vodafone Cloud in collaboration with Dell Technologies, whose server, storage, data protection, networking and virtualization software solutions power the underlying infrastructure. Giorgio Migliarina, products and services director at Vodafone Business Group, says, "Vodafone Business was created to work with businesses and the public-sector along the path toward digital transformation. Our collaboration with Dell Technologies supports this strategy and gives our customers the opportunity to benefit from a one-stop source of integrated solutions."

Vodafone Business identified several compelling factors when selecting an IT partner to collaborate with for this initiative. "Vodafone Business decided to work with Dell Technologies for three key reasons," Migliarina comments. "First, Dell Technologies is clearly a leader when it comes to cloud solutions. Second, we share many values in terms of corporate social responsibility. Third, our go-to-market strategies are complementary and provide a winning combination for the digital and cloud market in Italy." As Migliarina explains, the extended partnership of Vodafone, Dell Technologies and VMware also presents a valuable opportunity for customers. "Three leading players in the global ICT market combine their highly complementary skills and resources: Vodafone Business contributes its telecommunications network, data centers, IT services and integration capabilities. Dell Technologies and VMware put in play their solutions for the cloud and data center virtualization," he adds.

A platform that powers innovation

On the Vodafone Cloud, such offerings as IT-as-a-Service, PC-as-a-Service and disaster recovery help customers accelerate their digital journeys and address the challenges of remote working and learning. As a result of the Vodafone and Dell Technologies collaboration, customers can establish a consistent IT cloud operating model, deploy workloads quickly and make applications available to users anywhere. They can also maintain full visibility of their cloud environments as they manage network endpoints, cybersecurity, disaster recovery, data storage and private-to-public cloud migrations.

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Giorgio Migliarina
Products and Services Director,
Vodafone Business Group

"The Vodafone Cloud platform powered by Dell Technologies is designed to simplify IT systems management so our customers' IT staff can focus on innovation and differentiating their businesses," Migliarina comments. "They benefit from high-performance, modular services that are in full compliance with all current data protection regulations."

Celebrated winery puts the cloud to the test

To help customers reach their goals for transformative initiatives, business continuity, disaster recovery and other endeavors, Vodafone follows a highly individualized approach. Customers like Banfi, an award-winning winery, can work with Vodafone Business and Dell Technologies as they explore the opportunities of emerging technologies. Cloud computing can deliver rapid business insights and help a business become more competitive, especially when solutions reflect the conditions of specific enterprises or industries.

For Banfi, Vodafone and Dell Technologies architected an enterprise-wide solution that supports data analytics and IoT on Vodafone cloud technology. Enrico Viglierchio, general manager at Banfi, says, "We work in an extremely dynamic and unpredictable industry, so we need an extremely fast analytics capability. Our IT infrastructure was no longer up to the demands of a changing world."

Cloud computing to optimize agricultural operations

Banfi, founded in 1978 by two American-Italian wine importers, is a ground-breaking, research-driven enterprise. It's the first winery in the world to achieve ISO 14001 and SA8000 certifications for exceptional environmental, ethical and social responsibility. It also gained ISO 9001:2000 recognition as an international leader in customer satisfaction. Decades ago, Banfi began using state-of-the-art technology to revolutionize the winemaking process and reach continuously improving quality levels. The global wine industry took notice: almost every vintage since 2000 has garnered prestigious awards.

Banfi's vineyards are in Italy, Chile and the United States. On close to 1,000 hectares of growing operations in Italy, connected sensors gather plant, soil and meteorological data. With the Vodafone Cloud, that data becomes available for analysis by experts, no matter where they are. "The Vodafone Cloud allows us to collect more data and analyze it quickly for timely interventions to optimize production processes," says Viglierchio. "We can now collect and analyze an amount of data that would've been unimaginable 10–15 years ago."

Data intelligence improves vineyard and environmental management

In earlier times, experts had to gather data from growing operations during site visits. That's no longer the case. Viglierchio states, "Combining data gathered through technology and during field visits allows us to make enormous steps forward in understanding our territory and the impact of our production processes."

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> Products and Services Director,
> Vodafone Business Group

Advanced data analysis mitigates much of the unpredictability of agricultural operations. For instance, Banfi now performs satellite-supported area mapping to assess the health of the grapevines and plan the most efficient use of water, a business-critical resource. "We can optimize cultivation practices even in the same season," Viglierchio adds. At the same time, the Vodafone Cloud has allowed the company to empower people. He notes, "For workers and teams in both production and office settings, it's become easier to share data and interact."

Cloud-ready for future innovations

Banfi has worked with Vodafone since 2005 and appreciates the strategic value of the company's engagement with Dell Technologies. Viglierchio comments, "What I appreciate most about the relationship with Vodafone and Dell Technologies is their ability to work together to create added value for the customer. In all our projects, Vodafone Business and Dell Technologies have guided us toward the technological path that best suits our needs."

Banfi plans to continue innovating on the Vodafone Cloud. Viglierchio concludes, "We're already thinking about using cloud and emerging technologies to optimize our use of farming machinery. It will also allow us to better manage and communicate with our workforce, which is spread out over a large area."

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Find Out More About the Vodafone Business Story.

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