



Copper Road UK

Training

Commercial Workshops

If you run a telecoms business you'll appreciate that keeping on top of tariffs, margins and commercials is a mammoth task.

At **Copper Road** we **consult** and provide **workshops** so that your business can manage and maintain your margins. We have worked with a number of businesses in this way and have developed an approach that returns results.

A project approach

Situation. Every change requires a deep understanding of the starting point.

Objective. Your business strategy will define your commercial goals, setting these for the business is critical.

Strategy. The broad approach to regaining commercial control is set here.

Implementation. The scary part of making the changes.

Timescales. No goal is ever achieved 'at some point', this is where you set the point that everyone can aim for.

...is our approach

At Copper Road we've seen companies that are too busy, experienced high staff or supplier turn over, or have relied on the wrong information for too long.

But we have seen some great results.

"I have to admit I was sceptical about the workshop as we're always put under pressure to just offer the lowest price possible, therefore, we're often making very little margin. The stories and examples I heard though made me understand that there are lots of things we can do. There was a jaw dropping moment in the office when we applied some of [the] tips and we realised we could improve the bottom line by 000s each month... scary stuff!" October 2013

Get in touch

If you want to stand out from the competition, please get in touch by phone, email or through the website. We look forward to talking through your specific requirements.

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