



# Creating a Competitive Culture

10 OmniTel Ideas in 30 Minutes

# Environment

- Interaction
- Education
- Workplace
  - Colors
  - Artwork

# Artwork Pics

# Management

- Team Concept
- Meetings/Updates
- Showcases/Learning Opportunities
  - OmniTel University
    - Internal/External
  - Educational Presentations
    - Multiple and new skill sets
  - On-site visits with each dept.

# Workday

- 4 Day Workday
- Wellness Program
- Recognitions
  - Individual
  - Team
  - Monthly/Annually

# Charitable

- Grants
- Schools
  - Pay for "A's"
  - IT Departments

# Think Tactically

- Strategic Planning
  - Members
  - Presentations
  - Employee buy-in
- Consider what the Company already offers
- Organizational Readiness
  - Be prepared to drive new products and innovations
- Acknowledge what you do well

# Operations

- Holding Company
- Partnerships
- Investments
  - BON
    - Venture Capital
    - Loans
    - Shared Opportunities
      - Scaled projects
      - Varied opportunities

# Virtual

- Office
- Customer Service
  - Other Business
  - Call Centers
- Management

# Retail Sales

- Billing Flexibility
- Locations
- Wireless Mentality
- Productivity Matters
  - It's a numbers game

# Services

- "Beyond the Fences"
- Maintenance Bundles
  - All you can eat
  - Free Services
    - Flat Rates
    - Al-a-carte

# Excess Capacity And Management and Shared Services

- Additional Resources/Revenue Opportunities
  - CLECs
  - Municipalities
  - Other Telcos
- Manage to expenses vs revenues

# Evaluation

- Evaluate
- Assess
- Be prepared to take corrective action



# Thank You!

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