



## H2O NETWORKS SUCCESS STORY

“*By working with Shipleys, we have been able to achieve significant growth in our business in a very short time.*”

H2O Networks has achieved an increase in turnover of more than 400% within the first six months of 2009 through the skills brought to the organisation by Shipleys.

H2O Networks is revolutionizing the deployment and build of fibre optic networks. It builds bespoke fibre optic networks, utilising the waste water networks, which allows them to deploy faster and more cost effective solutions than traditional cabling methods.

By using a variety of other innovative delivery methods the network is secure and underpins business continuity.

In order to meet aggressive growth targets, the company realised it needed to invest in its growing sales force to ensure that they could understand the critical business issues that their customers faced and build visions for the future with tangible returns on investment for both organisations.

All this needed to be based around a common and consistent sales process.

Shipleys provided this using a tailored version of the tried and tested Solution Selling methodology.

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*“By working with Shipleys, we have been able to achieve significant growth in our business in a very short time. The guys at Shipleys have always stepped up to any challenge thrown at them.*

*With a planned series of engagements over the next 12 months, this partnership can only go from strength to strength”*

**Roy Shelton**  
Managing Director, H2O Networks