

VX Fiber

Case Study

VX Fiber is a Swedish technology company with more than 20 years experience of building and operating full fibre, open access networks across the world, harnessing technology to enhance social value.



The Challenge

VX UK experienced rapid growth throughout the pandemic as businesses adopted remote working and the demand for high-speed networks increased. But that growth came at a cost as the business began to lose its sense of “team”: its purpose, its values and its ways of working needed redefining.

The Solution

- Richard designed and ran focused workshops for the senior leadership of the business to help them explore ways to rediscover their business “mojo”
- The success of the workshops led to a full “business MOT” on the client, using a range of tools and techniques to define the problems - and to co-create potential solutions
- A full report and a structured action plan followed which included leadership mentoring and coaching support to both key individuals and the team as a whole
- Meanwhile, Richard used his extensive business and Defence network to identify joint venture opportunities for VX which have developed into major projects



Testimonial

I asked Richard to help build cohesiveness across our teams in the UK - our fastest growing market. The effectiveness of his approach has been transformative, and Richard has been universally liked and respected. I can't thank him enough for his valuable work in helping me bring the UK teams together - with shared values and a common purpose.

Mikael Sandberg, former Chairman, VX Fiber