



BT LOCATE

Protection, advice, care

Professional services and assistance to boost efficiency.



What is BT Locate?

BT Locate is a portfolio of products, hosted in or on the BT Estate. Whatever size your business is, we'll have the right solution for you: from single racks to full data centres. We start with the perfect ingredients - expertise, space, design and build blended with security, resilience and cost savings - and a wide choice of locations and facilities.



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BT Locate:

Data centre solutions

Have you ever wondered what would happen to your business if a physical disaster (like a fire or flood) affected your systems? Information is the lifeblood of any company.

Organisations therefore need to protect their IT and communications equipment – by keeping it in a secure, monitored environment, away from their own premises.

Don't worry. Your critical business systems are safe with BT Locate. We have the widest and most diverse selection of secure sites in the UK. We want to ensure that your company can keep on working, even if there's a major catastrophe.

That's why we've developed a complete, one-stop solution for businesses. We've got a huge selection of versatile facilities, which can be used for hosting network and communications equipment – safely and reliably.

Did You Know?

- 43% of companies that experience a disaster never re-open¹
- A further 39% close within two years¹

[1] Figures from the Contingency Planning Research & Strategic Research Corporation.

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Safe and secure solutions

Do you have important network equipment and data that need to be carefully protected? If so, expert help is close at hand - from BT Locate. We can host your business-critical information in a monitored environment off-site, where it will be fully protected. Here are just some of the great features we offer:

Secure facilities at BT operational buildings. So that you know your equipment is housed in a safe and monitored environment.

The most diverse selection of sites in the UK. So wherever you are, one of our facilities is always within easy reach.

A fully managed and monitored service. So that you don't have the hassle of having to build and manage a secure environment.

Power and resilience to deliver. So that you have peace of mind: our data centre suites have 24x7 monitoring and Uptime Institute Tier 3 resiliency features.



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Meeting your needs

Are you:



Moving offices and want a separate data centre nearby, without having to build one?



Worried about the safety and security of your critical business systems?



Developing a disaster recovery plan, and need an extra data centre for added resilience?



Worried about what would happen to your business if you had a serious problem or disaster?



Looking for easy access to your data with low connectivity but a high level of security?



Expanding and have outgrown your data centre?



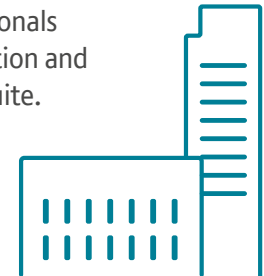
Looking for a flexible solution that offers both single and multiple racks?



If so, take a closer look at our services. Our data centres are discreet and secure, and you can access your equipment 24 hours a day, 365 days a year.

Like searching for a new home, 'location, location, location' is also important when looking at where to base your data centre. The closer it is to your main site, the lower your connectivity costs. Our data centre services are designed for companies that require a secure and monitored environment for their equipment.

BT's team of highly trained professionals will look after the design, construction and maintenance of each data centre suite.



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Reaping the benefits

Freedom

As our experts manage the data suite, you won't need to divert resources - which leaves you free to focus on your core business activities.



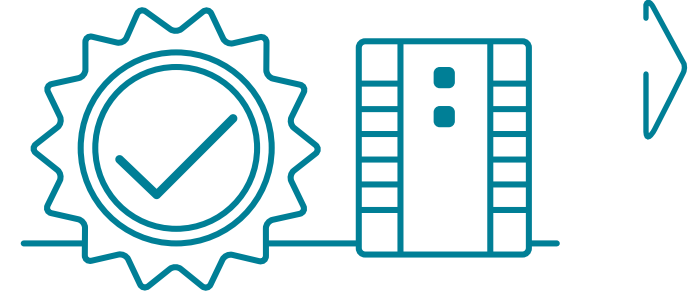
Flexibility

Our solutions range from high density to hybrid, and from single racks to a full data centre build - enabling you to find a solution that meets your specific needs and budget.



Resilience

The loss of critical data can have a disastrous impact on any business. By using an uninterruptible power supply, we ensure a continuous service for your critical business systems.



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Peace of mind

We're a world leader in communications technology. You can be sure that our data centres are fit for purpose and built to last.



Cost savings

Having a data centre hosted locally to your premises will deliver lower connectivity and travel costs. You can also be connected directly to BT's network backbone, further reducing the total cost of ownership.



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Key features and services

Our range of professional and engineering services include:

- Project management and co-ordination
- Inventory and capacity management
- Technical consultancy
- Network signal monitoring
- Desktop surveys
- Interconnect circuit testing and order management
- Power technology management
- Fault resolution co-ordination
- CPE relocation
- Air and track-side work
- Traffic analysis
- Commercial consultancy
- On-site engineering
- Risk assessment
- Wayleave management
- Proactive diagnostics
- Software solutions
- Network consultancy and planning
- Stealth polling
- Temporary disconnections
- Customer cabling and ducting.

Right help, right solution

Instead of having to recruit and train your own specialist team, you can have rapid access to our skilled professionals - giving you more time to focus on your own core business activities.

Our professionals are available for short-or long-term assignments. They can help you to generate new business, drive growth; maximise your network's effectiveness; and minimise your business risk.

Versatility and flexibility

We can tap into BT's wealth of skills and knowledge so that we can develop a bespoke solution for each business challenge you face. We can manage projects of any size or complexity, anywhere in the UK. The result? The help and support you need, when you need it - giving you the confidence to bid for more lucrative contracts.

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Enjoy the benefits

Increased efficiency. Buy in the skills that meet your precise needs rather than having to recruit a range of skill sets.

Improved performance. Learn how to manage and smooth out peaks and troughs in demand.

Higher cost savings. Enjoy the benefits of our competitive pricing, and the best prices for leading-edge materials, due to BT Procurement's buying power.

New opportunities. Because our team has passed a wide range of vetting and accreditation checks, we can provide valuable support for government contracts.

Enhanced customer satisfaction. Keep your customers happy by resolving business challenges quickly and effectively.

Greater service levels. With our expertise, you can slash your lead times and make sure that you deliver on time, on quality and on budget.



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BT Wholesale means total confidence

As a world-leading provider of communications, we guarantee high quality and competitive solutions. We boast an unrivalled breadth and depth of expertise in the management of critical technical environments and with our Rooftops and High Towers Service, we have over 5,000 BT operational buildings across the UK, enabling effective deployment of technology.

We invest heavily in designing products and resourcing the future of business technology so we can help you take the latest communications to market rapidly, and without the risk. We make it possible.



The information in this publication was correct at time of going to print. We may make minor alterations to the specifications of products which do not affect their performance, and may vary prices and delivery times.
WHAT IS BT LOCATE?
The telecommunications services described in this publication are subject to availability and may be modified from time to time. Services and equipment are provided subject to British Telecommunications plc's respective standard conditions of contract. Nothing in this publication forms part of any contract.

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Email clientreception@bt.com or call

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www.btwholesale.com