



IP Transformation Services

Expert help with transformation projects

With internet use on the rise and the 2025 PSTN/ISDN switch-off gathering pace, the move to all-IP should be on everyone's minds. It opens the door to new opportunities for both you and your customers. But it also creates challenges - some of which may be beyond your reach.

With IP Transformation Services, you can tap into our resources, experience and knowledge, so you can overcome any obstacles. From small projects right up to complete transformation initiatives, we can help you get over the finishing line.

As a result, you can explore new possibilities and win more and bigger projects - knowing we're there to help you, every step of the way.

Did you know?

- 60% of projects aren't delivered on time*.
- 54% aren't delivered on budget*.
- Only 36% deliver the full benefits available*.

A history of success

Here are just a few examples of the larger projects we've been involved in:

- Managing the deployment of 3,000 circuits covering hospitals, GP surgeries, schools and prisons.
- Managing teams from more than 10 leading IT organisations to bring the NHS Spine service to life.

Benefits for you

- Help to win more and bigger projects.
- Happier customers and greater customer retention.

Benefits for your customers

- They get exactly the solutions they need.
- Our help leaves them free to focus on their business.
- Higher quality, reliable solutions designed by experts.
- Access to skills and resources, leading to greater value for money.

The core modules of IP Transformation Services

We provide six main solutions, underpinned by our comprehensive project management capabilities. Our experts have certifications in Prince 2, Project Management Professional (PMP) and Managing Successful Programmes (MSP). You can choose one or more of our modules to help you win more business.

1

Audit

Our experts and architects will carry out a full audit of your customer's systems so we understand the existing infrastructure. We'll make recommendations on the changes needed and address any weaknesses or issues.

2

Portfolio analysis and mapping

The audit results are used for the next step of the process. Our design and build engineers will plan the changes needed to meet your customer's goals, along with recommendations of the best products and services to use.

3

Solution design

Our design consultants have extensive experience of working on projects of all sizes. If you need to provide solutions for a very large and complex network, we have the knowledge and resources needed to provide a bespoke design service.

4

Service set-up

Managing the installation of new equipment and circuits often requires specialist knowledge. Our experts will ensure the right solutions are installed and integrated into your customer's systems in the most efficient and cost-effective way.

5

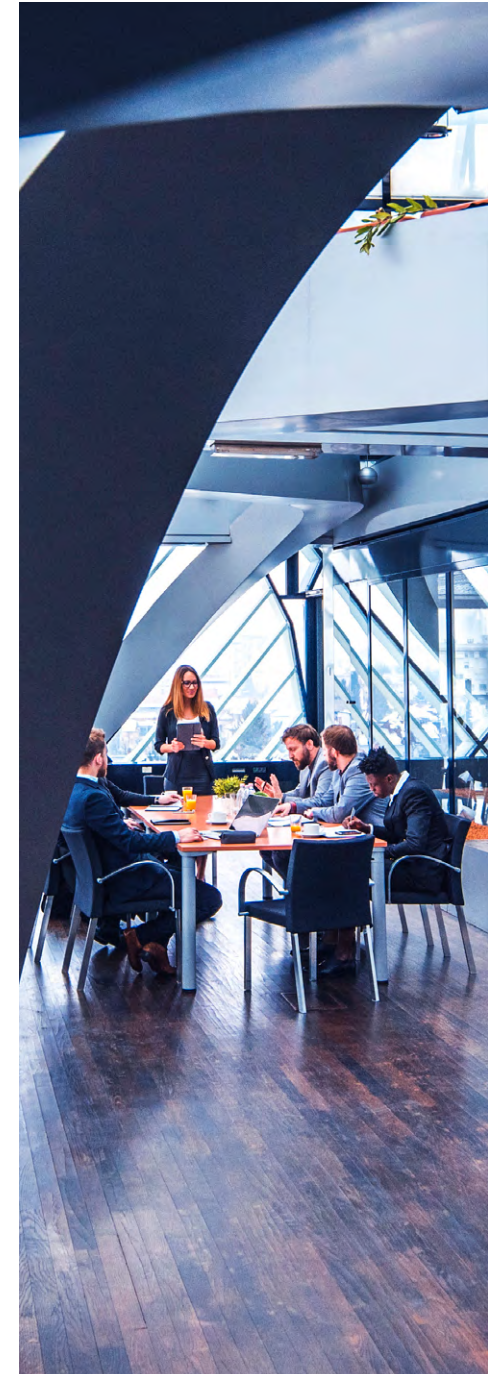
Service migration

To complete the changeover to a new system or network, we'll develop a comprehensive migration plan. This will ensure that once everything is designed, installed and integrated, you can gain the maximum value from your new solution.

6

Managed decommissioning

Any transition will involve the removal of legacy equipment. This process needs to comply with regulations such as GDPR and WEEE. We can help with every aspect, including the recycling, refurbishment and reuse of your assets.





Offices Worldwide

The 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 any part of any contract. © British Telecommunications plc 2021. Registered office: 81 Newgate Street, London EC1A 7AJ. Registered in England No. 1800000.

July 2021

Complementary products and services

All-IP products - A range of replacement solutions for legacy products.

Colocation Services - Housing servers securely in a nearby exchange.

Managed Install - Quick, low-cost installation of Ethernet circuits.

Managed Order Desk - Expert management of connectivity and equipment orders.

Managed Wayleave - Dealing with legal issues when items cross someone's land.

Managed Decommissioning - Managing the whole decommissioning process.

Wholesale Hosted Communications - Digital voice solutions with flexible packages and easy ordering.

Transforming our network

- We have the largest and most reliable network in the UK, with 99.999% availability and more than 99% coverage.
- Our network is also the most resilient. It's purpose built and engineered to never go above 50% utilisation.
- We invest £3.7bn in our network every year and spend more on R&D than any other UK network.

Find out more about how we can boost the services you offer to your customers. Get in touch with us now or speak to your account manager.

Call: **0800 671 045**

Email: clientreception@bt.com

Visit: btwholesale.com/ip-transformation

