



Optical offer

Terms and conditions



As part of our big winter sale, we're offering you discounts on datacentre optical connectivity.

The terms of this Offer are set out below.

The Offer: This Offer brings you lower, flat-rate prices on datacentre-to-datacentre and customer-premises-to-datacentre connectivity. It also includes free installations for three-year and five-year terms.

Offer period: This Offer runs from 15 November 2021 to 31 March 2022.

How does the Offer work?

There are two parts to this Offer, running at the same time. There's new pricing for datacentre-to-datacentre connectivity. And we also have new pricing for 10Gbps EAD connectivity based on customer premises to on-net datacentre / 21CN core node only. Please see our Pricing Tool for a list of our datacentre locations.

Datacentre-to-datacentre pricing details:

- New datacentre pricing that simplifies two different tariffs inside and outside of M25. The result is a single flat-rate for point-to-point

optical services between on-net datacentres, regardless of geography, for 10GE, n*10GE and n*100GE services.

- Removal of any connection charge with some rental reductions. Available at 31 on-net UK datacentres in total with a further seven reachable via campus cross-connects.
- All pricing is subject to survey and BT Wholesale's Optical standard terms and conditions. Any applicable excess construction charges will apply.
- Pricing excludes datacentre fibre cross connects.

Service	Connection	One-year term annual rental	Three-year term annual rental	Five-year term annual rental
Datacentre-to-datacentre pricing				
1 x 10Gb	£0	£6,000	£5,400	£5,000
2 x 10Gb	£0	£7,680	£7,200	£6,720
3 x 10Gb	£0	£8,960	£8,400	£7,840
4 x 10Gb	£0	£10,880	£10,200	£9,520
5 x 10Gb	£0	£12,800	£12,000	£11,200
6 x 10Gb	£0	£14,720	£13,800	£12,880
8 x 10Gb	£0	£17,920	£16,800	£16,154
10 x 10Gb	£0	£21,760	£20,400	£19,040
1 x 40Gb	£0	£10,880	£10,200	£9,520
1 x 100Gb	£0	£21,000	£20,000	£18,500

Customer-premises-to-datacentre flat pricing details:

- A simple flat rate charge based on any distance variant of 10Gbps Openreach EAD Access from any customer's premise to any on-net datacentre / 21CN core node. Other variants of Wholesale Optical are not included in this offer.
- No installation costs on three-year and five-year terms.
- One year – fixed price at £1,400 monthly recurring charge (MRC) (£16,800 annual rental) with £6,041 install cost.
- Three years – fixed price at £1,400 MRC (£16,800 annual rental) with £0 install costs.

- Five years – fixed price at £1,250 MRC (£15,000 annual rental) with £0 install costs
- Same pricing per 10GE where available for diverse resilience options.
- All pricing is subject to survey and BT Wholesale's Optical standard terms and conditions. Any applicable excess construction charges will apply.
- Pricing excludes datacentre fibre cross connects.

10Gbps EAD access to on-net datacentre	Connection	Annual rental
Customer-premises-to-datacentre pricing		
One-year term	£6,041	£16,800
Three-year term	£0	£16,800
Five-year term	£0	£15,000

Note: The above is only applicable where the customer site is provided using an Openreach EAD 10Gbps circuit (of any available distance) to any Wholesale Optical supported on-net datacentre. All pricing is subject to survey and BT Wholesale's Optical standard terms and conditions. Pricing excludes datacentre fibre cross connects.

Get in touch

If you have any questions about our offers or solutions, please reach out to your account manager. Or click the button below to request a callback.

Offices Worldwide

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