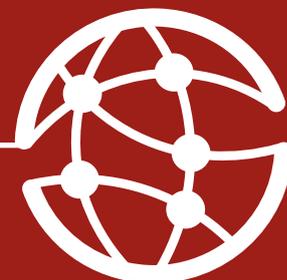


# NEXT GENERATION FIBRE



Grow your business more quickly with fibre connectivity

Fibre is transforming the broadband market with ultra-high speed connections, helping businesses and homes to bring out the best from cutting edge technologies. Fibre easily handles the multiple connections, online applications and hosted cloud communications your enterprise customers need to work smarter.

Wholesale Broadband Connect (WBC), Fibre to the Cabinet (FTTC) and WBC Fibre to the Premises (FTTP) are moving broadband to a whole new level. Together with our world-class system and network components, they let you offer your business and consumer markets incredibly fast ISP and data services.

## We're making major investments in fibre broadband

BT's network upgrade is one of the biggest and fastest in the world. More than 26 million (December 2016) homes and businesses already have access to superfast broadband.

BT Wholesale is helping Openreach on trials of new technologies to increase coverage and speeds customers receive over fibre based services even further.

We are actively engaged with Openreach to make ultrafast 330Mbps broadband available to as many end users as possible as quickly and simply as possible.

## Did You Know?

- **Biggest network.** The BT network is one of the world's highest quality networks and we're continually updating and upgrading it
- **Nationwide coverage.** BT Wholesale continues to ensure its WBC/WBMC customers have access to the full Openreach coverage for FTTC and FTTP technologies. Plus, engagement in new technology trials such as G.fast & Single Order GEA (SoGEA).
- **Cost-effective.** WBC bandwidth supports both copper and fibre end users, so no need to invest in separate connectivity infrastructure
- **Low risk.** Existing customers of Wholesale Broadband Connect or Wholesale Broadband Managed Connect ADSL2+ require no further investment to sell FTTC or FTTP services. Our Broadband Complete offering gives smaller communication providers an alternative entry into this market.



Email [clientreception@bt.com](mailto:clientreception@bt.com) or call

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## Supply an increasing demand

There's no doubt that there is a huge rise in demand for faster broadband, which means an exciting new world of opportunity. Businesses of all shapes and sizes are more dependent on the internet than ever – an appetite that can only increase with the use of hosted communications and applications. Then there are the millions of customers, for who fibre broadband means far more than just faster surfing. Live video streaming, online gaming and IPTV all contribute to their need for speed. We can help you meet that need quickly and cost-effectively.

## Empower your customers, grow your business

WBC Fibre fills the gap between copper broadband and Ethernet in the First Mile (EFM), providing a great opportunity to extend your portfolio – and expand your customer base. Whether you're empowering a small business to run multiple IP-based applications at the same time, or making sure you can connect their smartphones, tablets and game stations to a single connection, you can rely on our world-class nationwide network to do it simply and seamlessly. Because WBC Fibre supports both copper and fibre end users, you don't even have to invest in separate connectivity infrastructure.

## Faster broadband, faster to market

WBC Fibre offers exceptional speeds of up to 330 Mbit/s downstream and 30 Mbit/s upstream. In other words, you can deliver a broadband service up to 40 times faster. And because FTTC and FTTP are part of the WBC product family, they are faster and easier to set up and sell than you might think, while extremely competitive prices let you maximise your revenue with minimum fuss.

## Big Benefits

- **Faster than ever.** Offer a broadband service up to 40 times faster than copper to support multiple hosted communication channels, uploading media or online gaming
- **Connect more customers.** Offering this level of bandwidth allows your customers to connect their devices at the same time so people can do what they want, when they need
- **No upfront investment.** Now you can take advantage of seamless access to the high speed broadband market without any need for new infrastructure or equipment
- **Excellent reliability.** WBC FTTP is inherently more reliable than copper. It's not rate adaptive, so customers benefit from the same maximum line rate (although throughput can vary).

## BT Wholesale means total confidence

BT is a world leader in communications technology. We're at the forefront of the fibre broadband revolution and already have the largest fibre broadband footprint in the UK. We're continuing to invest heavily in our network to provide the next generation of reliable, future-proofed services. Rely on us to deliver the high quality infrastructure and solutions you need to meet your customers' requirements without any major investment.



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 charges.

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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