

# Ethernet Portfolio Comparison

Grow your business as we transition to a digital world. We're on the journey with you, helping you to accommodate changing customer expectations, including the need for more bandwidth and the demand for faster online transactions.

Product name	Etherway fibre	Etherway copper (EFM)*	Fibre to the Cabinet (FTTC)	Single order Generic Ethernet Access (SoGEA)	Fibre To The Premises (FTTP)	Etherway radio	Etherway Data Centre Connect (DCC)	Etherway Exchange Connect (EEC)	Direct Internet Access (DIA)
Technology utilised	Ethernet access direct (EAD) or optical service access (OSA).	Copper	FTTC	GEA	GEA	Radio	Fibre within the Data Centre	Fibre within the Exchange	EAD (Phase 1) GEA (Phase 2)
What is it?	A physical fibre/optical connection from your end user's premises to the nearest BT node.	EFM, a low bandwidth low cost solution based on bonded copper pairs (MPF) connecting the customer premise back to the nearest exchange.	FTTC based on VDSL technology, connects your end user to the nearest street cabinet, then a physical fibre connection carries data back to the nearest BT Ethernet node.	Single Order ethernet delivery based on VDSL technology, with no need for WLR / PSTN.	Fibre delivery to street outside premises, providing for short leadtime connectivity and a wide range of bandwidth options and simple upgrade path.	Utilises microwave point to point technology to connect the end customer site and the nearest radio-enabled BT ethernet node.	Provides a fibre hand-off via a patch panel from a BT switch located in any on net UK data centre.	In-building handover- provides connectivity to CP handover point who have a presence in the same exchange building as a BT ethernet node.	The ability to provision an internet based Etherflow on the same access as a ethernet service.
Why take it? Potential use cases		Only available on a 12 month term, End of Life in 2023, therefore alternative access options should be considered where possible. If taken customers need to consider that they will need to migrate anyone to a new service. EAD, FTTP or SoGEA are better options where available.	FTTC provides fibre connectivity from the nearest BT Ethernet node to the serving street cabinet. FTTC then utilises copper, FTTP then utilises fibre to the premises. FTTC also requires the presence of a working WLR / PSTN line	Compared to GEA-FTTC, SoGEA is 30% cheaper than FTTC without taking into account any savings associated with not needing a PSTN / WLR line, which increases the savings.	Bandwidths to fit with your customers needs and are easy and quick to flex up and down. It's full fibre from the exchange to the customer site so ultra low latency and is part of our all-IP strategy.	An alternative where fibre access is impracticable, or where there are high ECC charges, typically greater than £10,000, or to provide failover/ secondary leg to a main circuit	Connect your network to ours within a growing number of third party UK data centres- our recommended, most resilient method of connecting to BT's network.	A lower cost, shorter lead-time alternative to the EAD based fibre options delivered to a customer site.	Offer a true multi- service access layer 2 and 3 on the same access. Support Sd-Wan and greater resiliency options . Cheaper TCO than self build.
Bandwidth options	10Mb to 10Gb	2Mb to 35Mb	Etherflow – 40:10 and 80:20	Etherflow – 40:10 and 80:20	Etherflow – 40:10 up to 1Gb	Up to 100Mb	1Gb or 10Gb port access with resilience options.	1Gb and 10Gb ethernet over single mode fibre with resilience options.	Etherflow – 30MB up to 1Gb (day 1) Etherway – 100Mb to 10Gb
Target availability (non contractual)	99.977%	99.977%	99.977%	99.977%	99.977%	99.93%	99.99%	99.99%	99.93%
Standard lead times (subject to survey)	EAD = 33 working days (includes 10Gb). OSA = 50 working days (includes 10Gb).	15 working days.	9 working days (excluding 4 days line stabilisation). This does not include the WLR / PSTN provision lead-times.	9 working days.	5 working days where cable installed, 33 working days when cable link needs to be installed.	33 working days.	3 working days – 1Gb and 10Gb.	1Gb - 30 working days. 10Gb- 33 working days.	33 working days for new Ethernet, 5 days for existing Ethernet circuit.
Class of service (CoS) options	Standard, premium, default and multi CoS options available.	Standard, premium, default and multi CoS options available.	Default CoS and multi-CoS options available.	Default CoS and Multi-CoS Options available.	Default Cos and multi-CoS options available.	Standard and premium CoS options available.	Standard, Premium, Default and Multi CoS options available.	Standard, Premium, Default and Multi CoS options available.	Premium uncontended symmetrical throughput.
Pricing Obtain pricing online in Business Zone using our new improved ethernet pricing tool All pricing is subject to survey	Pricing is dependent on required access speed and radial distance from the BT ethernet node (main link). The radial distance from your site to the node is calculated on a per km rental charge.	Pricing depends on the number of MPF copper pairs required (and distance from the exchange) to provide the required bandwidth. Etherway copper is only available in exchange areas containing a serving node and so no additional radial distance charge is applicable.	Pricing is dependent on chosen product speed and consists of a fixed connection and annual rental charge (no connection on a 3 year term contract).	You do not need a PSTN line for SoGEA so this helps keep the price competitive. Pricing is dependent on product speed option chosen and consists of a fixed connection and annual rental charge (no connection on a 3 year term contract).	Pricing will be dependent on product speed option chosen and consists of a fixed connection and annual rental charge (no connection on a 3 year term contract)	This requires a survey to determine if service can be provided. Each local end (etherway) will incur connection and annual rental charges. Excess construction charges may also apply.	Price is a fixed connection and annual rental charge.	Price is a fixed connection and annual rental charge.	DIA price = Current Etherflow price + price of DIA. All other pricing and costs of Wholesale Ethernet apply based on the customers current rate card. Price is on the pricing tool .
Ordering options	Order online via Business Zone, eCRF or Excel CRF. API/ B2B for ordering available.	Order online via Business Zone or Excel CRF. API/ B2B for ordering available.		Order online in Business Zone.	Order online in Business Zone.	Excel CRF.	eCRF or Excel CRF.		Order online in Business Zone- exc. 10Gb which is ordered via Excel CRF.
Etherflow bandwidth modification	Bandwidth on demand (BOD) means customers can upgrade or downgrade their Etherflow Connected bandwidth online within less than ten minutes. Etherflow Dynamic modifies remains at 30 minutes. The change only needs to stay in place for 24 hours, instead of 30 days.	Bandwidth on demand (BOD) means customers can upgrade or downgrade their Etherflow Connected bandwidth online within less than ten minutes. Etherflow Dynamic modifies remains at 30 minutes. The change only needs to stay in place for 24 hours, instead of 30 days.		Bandwidth modifies available.	Easy to modify and one of the benefits of Fibre.	n/a	n/a	n/a	Bandwidth modification will be available, initial lead time will be 48 hours.
Fault submission options	Online portal	Online portal	Online portal	Online portal	Online portal	Online portal	Online portal	Online portal	Online portal
Notes		<b>* Stop sell on 3 year term - End of Life 2023.</b> <b>No longer available on 36 month contract. Please consider alternative options for your customer.</b>				Etherway radio requires a survey to see if the service can be provided (limited to within 25km of a radio-enabled node). Where a positive line of site survey output is obtained, a CRF is required to progress an order.	We will provide details of the handover port. It is then your responsibility to order the onward cabling from the data centre direct, to connect back to your own location within the data centre.	Where an order is placed for an EEC at the same time as a fibre etherway component (minimum 33 day lead-time) then an end to end service will not be available until both components are delivered. Charging will start from the completion date of each component.	The new DIA service can provide an IPV4 or IPV6 range as standard and can be supplied wires only. This enables our customers to provide and manage their own hardware solutions .

Service options available include point to point, multi point to point and meshed service.

Where access is provided to deliver services within the Kingston Hull area the access will be based upon 10Mb, 100Mb and 1Gb regulated services provided by Kingston Communications. Lead-times, SLAs and SLGs will differ from standard fibre-based measures.

Etherway Overbooking is ONLY available when all Etherflows are Premium or Multi-CoS on the intended overbooked Etherway. Any Standard/Default Etherflows have to be made Premium/MultiCoS or shifted to an alternative Etherway before Overbooking can be applied.

For more information contact your account manager, visit [btwholesale.com](http://btwholesale.com) or call on **0800 671 045**.

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