BT WHOLESALE

Turbo boost your customers' bandwidth

Find out how our high bandwidth portfolio can help you close high-value deals faster

Many of your customers are now thinking about digital transformation. Our high bandwidth solutions can help, no matter how great your customers' bandwidth needs. Working with us, you can offer them a range of speeds, including 10Gbps Ethernet, 100Gbps port Data Centre and Exchange Connect access, 100Gbps Optical and, coming soon, up to 400Gbps Optical connectivity.

December 2023

We're continually investing in and evolving our high bandwidth portfolio to help you win more high-value revenue opportunities and deliver them quicker than ever. Here's how.

Growing coverage

We're helping you close more deals, no matter where your customers are located. 10Gbps Ethernet and Optical are now available from a wide and growing range of nodes across the UK, and we're adding more all the time.

Check out our interactive Ethernet and Optical coverage maps for more information.

Greater returns

100Gbps port Data Centre and Exchange Connect access is now available, so you can benefit from greater returns when selling high bandwidth solutions through us. Compared to 10Gbps ports, 100Gbps makes it much cheaper and easier for you to manage and aggregate services. It means you avoid the need for multiple cross connects and 10Gbps port cards on edge switches.

Faster delivery times

We deliver quicker, because we have pre-built capacity ahead of taking your order. Our 100Gbps Data Centre Connect can be delivered in just three working days, while our Exchange Connect access can be delivered in 30-33 working days, quicker than separate Ethernet fibre connectivity. That means you can get your customers up and running quickly, reducing the time it takes to bring in revenue.

Go bigger

We're continually investing in our network and growing our portfolio. Our Wholesale Optical product goes up to 100Gbps, but we're already planning ahead – our new 400Gbps is coming soon. No matter how much bandwidth your customers need, we have the solutions to make it possible.

Competitive pricing

We regularly review our pricing to make sure we offer you great value. Plus we frequently have offers so you can save even more money and grow your business. Check out the Wholesale Pricing Tool or speak to your account manager for more information and the latest offers.

Superb flexibility

With our solutions, your customers can flex their bandwidth up or down whenever they need to. They only pay for what they use.

Outstanding resilience

Resilience is vital as your customers move their business critical applications to the cloud. We offer a range of market-leading resilience options, whether your customers are connecting their network to ours or providing connectivity to their end users.

Check out our Wholesale Ethernet resilience brochure to learn more.

These include:

Etherway Fibre (EAD/OSA)

- Used to create the last mile access.
- Up to 10Gbps capability.
- Connects from our Ethernet network to your bandwidth-hungry customers.
- 10Gbps typically required for corporate headquarters, manufacturing and so on.
- Several resilient topology options available.
- Optical Spectrum Access (OSA) gives greater reach and increases value where bandwidth growth is required.

Direct Internet Access (DIA)

- Direct leased line connection to the internet.
- Up to 10Gbps capability.
- We're a European Tier 1 provider, offering best-in-class peering, with 70% of the internet only one hop away.

Etherway Exchange Connect (EEC)

- Used to create network-to-network interface (NNI)/hub to aggregate circuits between your customers and our core network.
- 1Gbps, 10Gbps and now 100Gbps options available depending on exchange.
- Ideal for anyone co-located in one of our Ethernet enabled exchanges.
- Simple, low-cost and short lead time option that terminates on a patch panel within the exchange.

Data Centre Connect (DCC)

- 1Gbps, 10Gbps or 100Gbps Data Centre Connect options available.
- Very popular for aggregating UK-wide end users over our Wholesale Ethernet
- Ideal for anyone located in one of our on-net UK datacentres.
- Used to create NNI/hub to aggregate circuits between you and our core network.
- Fast lead times - 100Gbps delivered in just three working days.
- Built-in resilience at no extra cost.

Quality connectivity has never been more important

The more bandwidth you need, the more you need to partner with a reliable connectivity provider. We're proud of our high bandwidth solutions and the reliability they offer. In 2022, here's how our fibre Ethernet solutions performed:

Orders delivered faster: We delivered 94% of our orders within 38 working days. Our national coverage and excellent service delivery mean fast, efficient delivery of Ethernet, so you can bill revenue quicker and give your customers their solutions faster.

Service you can rely on: Reliability is critical to protecting your business and keeping your customers happy - and you can count on us. Our Ethernet service availability has been consistently above target, achieving 99.9992% in 2022.

Dependable fix times: Across our entire Wholesale Ethernet base, only 0.06% reported a fault during all of 2022. And in those rare cases, 97% of all faults reported were cleared well within our five-hour SLA.

Find out more

Call: 0800 671 045

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