


BT wholesale

BT Locate

Efficient, local, secure data centres

A man in a red shirt and dark trousers is standing in a server room, working on a server rack. The room is filled with rows of server racks, and the floor is covered with a perforated metal grate. The lighting is bright, and the overall atmosphere is professional and technical.

We invest heavily in developing products and technologies that will provide you with the very best solutions for your company.

Email **clientreception@bt.com**
or call **0800 671 045**

www.btwholesale.com/bt-locate

Safeguarding business-critical information

Are you looking for a cost-effective way of protecting your business-critical data and applications? We have a range of products – from single racks to large data centres – that will suit any size of business.

We have all the ingredients you'll need – expertise, space, design and build, blended with security, resilience and cost savings – and a wide choice of locations and facilities.

BT Locate information protection. As safe as houses? No – much, much safer.

BT Locate – data centre solutions

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Information is the lifeblood of any company. But it could all be lost in the event of a disaster such as a fire or flood.

It's therefore vital that organisations should protect their IT and communications equipment by keeping it in a separate, secure and monitored environment.

But don't worry. Your critical business systems will be safe with us. We have a huge variety of secure sites across the UK. These can be used for hosting network and communications equipment safely and reliably. They'll ensure that you can keep working even if there's a major catastrophe.

Did you know?

- 43 per cent of companies that experience a disaster never re-open¹.
- A further 39 per cent close within two years¹.
- FSA regulations state that financial institutions must now have a disaster recovery area within 25km of their primary site.



Safe and secure solutions

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We can host your data and apps offsite in a secure BT operational building nearby. This will ensure it's completely protected. Here are just some of the great features we offer:

- **the most diverse selection of sites in the UK.** Wherever a company is, one of our facilities is always within easy reach
- **a fully managed and monitored service.** You won't have the hassle of having to build and manage a secure environment. We do it for you
- **power and resilience.** Enjoy a new peace of mind. Our data centre suites have 24x7 monitoring and impressive resilience (Uptime Institute Tier 3 for those who like to know these things).



Meeting your needs

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Are you:

- moving offices and want a separate data centre nearby but don't want to build one?
- worried about the safety and security of your critical business systems?
- developing a disaster recovery plan, and need an extra data centre for added resilience?
- wondering what would happen to your business if you had a disaster?
- looking for easy access to data with low connectivity but a high level of security?
- expanding and have outgrown your data centre?
- looking for a flexible solution that offers both single and multiple racks?

If so, we can help. Our data centres are discrete and secure and you can access your equipment 24 hours a day, 365 days a year.

Like searching for a new home, 'location, location, location' is also important when deciding where to base a data centre. The closer it is to your main site, the lower the connectivity costs. We have operational buildings scattered across the UK, so there'll nearly always be one nearby.

And there's no need to worry about setting it up. Our team of highly trained professionals will look after the design, construction and maintenance of each data centre suite.



Reaping the benefits

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Freedom

As our experts manage the data suite, you won't need to use your own resources – which leaves you free to focus on your core business activities.

Flexibility

Our solutions range from high density to hybrid products, and from single racks to a full data centre build – so there'll always be one that meets your specific needs and budget.

Resilience

The loss of critical data can have a disastrous impact on any business. But with our uninterruptible power supply, your critical business systems will always keep running.

Peace of mind

We're a world leader in communications technology. You can be sure that our data centres are fit for purpose and built to last.

Cost savings

A locally hosted data centre means lower connectivity and travel costs. It also means direct connections to BT's network backbone, bringing the total cost of ownership down even more.

Expert help

Instead of having to recruit and train a specialist team, you can have access to our skilled professionals, who are available for short- or long-term assignments. They can help you to generate new business; drive growth; maximise your network's effectiveness; and minimise your business risk.

Versatility and flexibility

By tapping into BT's wealth of skills and knowledge, we can develop a bespoke solution for any business challenge. We can manage projects of any size or complexity, anywhere in the UK. The result? The help and support you need, when you need it – giving you the confidence to bid for more lucrative contracts.

Key features and services

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Our range of professional and engineering services include:

- project management and coordination
- inventory and capacity management
- technical consultancy
- network signal monitoring
- desktop surveys
- interconnect circuit testing and order management
- power technology management
- fault resolution coordination
- CPE relocation
- air and track-side work
- traffic analysis
- commercial consultancy
- onsite engineering
- risk assessments
- wayleave management
- proactive diagnostics
- software solutions
- network consultancy and planning
- stealth polling
- temporary disconnections
- customer cabling and ducting.

The benefits of choosing BT Wholesale

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These include:

- **increased efficiency:** you can buy in the skills to meet your needs rather than having to recruit a range of skill sets
- **improved performance:** you can learn how to manage and smooth out peaks and troughs in demand
- **higher cost savings:** enjoy the benefits of our competitive pricing, and the best prices for leading-edge materials, thanks to our buying power
- **new opportunities:** because our team has passed a wide range of vetting and accreditation checks, we can provide valuable support for government contracts
- **enhanced customer satisfaction:** keep your customers happy by resolving business challenges quickly and effectively
- **greater service levels:** with our expertise, you can slash your lead times and ensure that you deliver on time, on quality and on budget.



Relax: you're in safe hands with BT Wholesale

As a leading global communications provider, we guarantee high-quality and competitive solutions. You can be confident that we know what we're doing – we have bags of experience in the management of critical technical environments. And we also have the facilities needed to deploy technology effectively, with over 5,000 BT operational buildings across the UK.

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Find out more at: btwholesale.com/bt-locate

Offices worldwide

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