



# Turn over a new wayleave

Managing wayleaves doesn't have to be difficult. Not when our Managed Wayleave service does all the work for you.



# No pain, all gain

**We've done our homework. We know that understanding the wayleave process and all its restrictions, bottlenecks and headaches can be a challenge when it comes to signing wayleaves. Not anymore.**

**Through our partnership with expert property management company, Cluttons, we've analysed wayleave impediments and failures to understand the key issues that result in delays. We've developed a process that gets the job done, in record time, with minimum fuss.**

## The benefits of a Managed Wayleave service?

- Reduced complexity leads to reduced project and service delays for customers, improved wayleave delivery times, more completed wayleaves and a better return on investment.
- Take away the pain of the process with one single point of contact who will see through the whole thing, reducing your exposure to unnecessary expenditure on expensive subject matter experts.
- Free up time as we enable wayleaves to be signed more quickly, so you can focus on your core business, saving time, money and resources.



In 2018, we saw:

# 57%

The amount of time  
saved on average  
by early adopters

# 70%

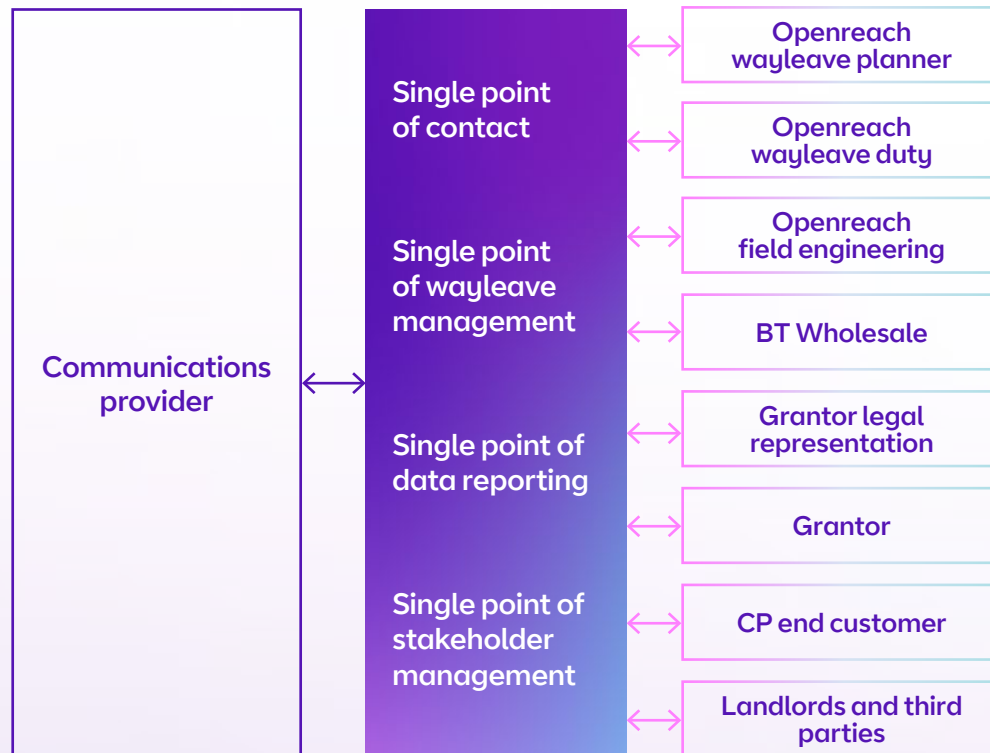
Reduction  
in average  
customer delay

# 75%

Reduction in  
failure rate

# How our Managed Wayleave service works

1. We offer a single point of contact, which means you no longer have to deal with an overwhelming number of stakeholders.



A process that not only gets the job done, but does so in record time.

2. We manage a wayleave from cradle to grave, tracking the wayleave lifecycle through a dedicated system to streamline and enhance the wayleave service.

This includes:

- data validation management – we assure the quality and consistency of data within mandatory wayleave templates
- proactive intervention management – we track all intervention events on a daily basis
- wayleave tracking, service level and reporting management – we have built a dedicated workflow management system to track, audit and report
- management of all the interfaces and interactions with stakeholders – we report on current and historical wayleaves by lifecycle event, keeping everyone informed at the touch of a button.

3. We analyse delays and identify resolutions using specialist property management knowledge and tools, through our expert partner, Cluttons. We are continually applying methods to improve the service, speed up the process and make sure you receive the best possible outcomes for your wayleave applications.



# Cluttons – the property management experts

We partnered with Cluttons to help deliver an exceptional Managed Wayleave service.

## Who are Cluttons?

Cluttons is an international property management business, operating in 50 countries, with a team of telecoms experts in its ranks.

## What is their role?

Cluttons provide expert knowledge and tools to help deliver a more streamlined approach to wayleaves. By doing so, it reduces pain points, improves efficiencies and ultimately cuts costs for you. With access to the resources and in-depth knowledge required to meet almost any technical challenge, Cluttons has already proved to be a principal piece of the wayleave management jigsaw.



**3,500**  
wayleaves a year

Managed estate  
payments of  
**£285m**

**50,000**  
managed leaves



# Why us?

We've invested heavily in designing products and services to resource the future of business technology. Combining rapid technology development with reduced risk, we're a dedicated and trusted supplier, working for the benefit of our customers.

Our managed services are designed to improve the efficiency, cost base and customer experience for customers across their business lifecycle. Our team can assist with everything from consulting on business strategy and planning and design, through to fully managed services to host, operate and execute business and technical operations.

By giving you the right solutions, the right help and the right support, you can provide your customers with exactly what they need.

Call time on lengthy and complicated wayleave deals. Let us do it for you.



Call: **0800 671 045**

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

Visit: [btwholesale.com/managed-wayleave](https://btwholesale.com/managed-wayleave)

## Offices Worldwide

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