

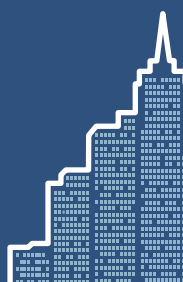
Why BT Wholesale?

www.btwholesale.com/pages/static/sales-tools/why-bt-wholesale.htm

The telecoms market has never been tougher - squeezed margins, disruptive technologies, new business models and increased competition.



Your market is constantly changing and we know that.



You want to grow your business and profit margins but at the same time your end customers demand increased reliability and quality of service.



With BT Wholesale you have a supplier who can provide a great range of services to any organisation irrespective of size, scale or requirements.

BT is Europe's largest wholesale telecoms provider



Working with us helps you to open up new revenue streams and provide your customers with a wide ranging and evolving portfolio.



The UK's largest fixed and mobile operators, internet service providers and broadcasters rely on us to deliver services to their customers



Our Mobile Ethernet Access Service (MEAS) is the only one to provide a national converged backhaul network to connect mobile operators cell sites to their core networks



Our extensive national network means you can offer high quality and reliable services, all backed up by our breadth of expertise, scale of support and rich heritage.

We provide our products and services to more than

1,400 communication providers

Our market leading products and services are perfectly suited to your end customers requirements allowing you to sell them more.

Our range of hosted solutions enables you to move seamlessly into the cloud



Our next-generation Wholesale Broadband Connect (WBC) network offers copper-based broadband services to 92% of UK premises and fibre broadband to around two thirds of UK premises

In 2014 we had a base of over 3 million Fibre Broadband lines delivered by 100 of our customers



Our IP Exchange solution carried over 11bn voice minutes within the UK, and over 14bn in total worldwide in 2013, and continues to grow



Your business can reach its full potential with the support of our substantial engineering and technical teams who will make your life easier because of our guaranteed support levels, as well as the speed and scale of our response to any issues that arise.



We provide outdoor Wi-Fi networks for a number of major cities with more coming online

1,700+

BT Wholesale people are dedicated to helping our customers succeed

We've got great people, added together our team's industry experience equates to 40,000 years. Over 100 of them have been in the industry for more than 40 years!

We believe that the most powerful customer propositions are those which combine a number of individual products to provide a complete solution.

We enable you to do this like no other provider. That's how

BT wholesale

makes it possible.



Email clientreception@bt.com or call

0800 671 045

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