

BT wholesale

The Wholesale big picture

How can BT Wholesale help resellers?
What can we offer that other telecoms providers can't?
How do we make it possible?

Where do we begin?



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

www.btwholesale.com

Our aim? Simple. It's to make it possible to:

Help you
deliver what
your customers
want



Meet both your and their
demands head on

Enhance your
portfolio



Remove
challenges and
open up new
possibilities

How? By working with us, you'll be:

- working with Europe's largest wholesale telecoms provider
- utilising our wide ranging portfolio from traditional services (voice) to new (IoT)
- drawing on our industry-leading experts
- the services provider your customers need you to be.

Why us?

We have over
1,000
people dedicated to
helping you succeed



In fact, add our team
together and we have over
40,000
years of experience

We'll help you open up new
revenue streams and expand
your portfolio

Whatever the size, scale or
requirements of customer or
project, we could have the
right service for you

Our specialties

From the right fibre
connectivity to cloud
communications to IoT -
we've got a portfolio
of solutions to answer
the call to your
customers' needs



- Data
- Voice
- Hosted Communications
- IoT
- Managed Services
- MVNO

Data

Meet the need for speed

We provide
Wholesale
Ethernet circuits
from the Isles of
Scilly in Cornwall
right up to
Shetland in the
Scottish Islands



True bandwidth
flexibility allows
customers to
change
bandwidths
within
30 minutes

The widest range of
access options in the
wholesale market,
with plans to increase
further with dark
fibre and 4G access

Wholesale Optical carries BBC
TV, radio and video services over
4.96 Terabits
of bandwidth between their
major centres across the UK

Voice

Make your voice heard

We carry
12 billion
voice minutes
per year

More than
2.3 million
UK homes and
businesses rely
on our Wholesale
Calls service

We process
8 million
call data records
every day and
in total,
32 million
per day from
BT Fixed lines



Hosted Communications

Harness the power of the cloud

Our solutions are hosted in the core BT network with

99.9999%

availability

Inbound Services network handles over

1,600

calls per second

Wholesale Hosted Communications - combined Hosted Centrex and SIP Trunking into a single proposition

Advanced Fraud Management system that stops fraud before it causes real damage

BT Secure Payments enables you to comply with PCI DSS and removes the risk when taking customer card payments over the phone

IoT

Your data makes money for you

Award-winning EE network allows you to connect more devices than any other network

By 2019, 85% of companies worldwide will have already adopted IoT technology

(Source: HP report feat. 3,100 global businesses, 2016-17)

In 2015, there were about

15.4 billion

connected devices. According to IHS, this number will grow to 30.7 billion in 2020 and 75.4 billion by 2025

(Source: <https://www.visioncritical.com/internet-of-things-stats/>)

BT Tower is the world's highest IoT base station at a height of

180 metres

Managed Services

The people, the experience and the technologies to keep you ahead in the marketplace

We have **133 Desk Based Engineers** responsible for 24/7 Network Management Centre, managing our voice and data networks

There are **90 National Field Engineers** responsible for routine maintenance of over 220 Core Network Nodes

We've deployed

848,000

metres of fibre, providing over

140,000

properties with fibre to the home in Hull

Managed Wayleave service offers

42.7%

reduction in time taken to obtain Wayleave, 12.5% failure rate reduction and 29.7% reduction in overall customer delay

Mobile

The UK's largest and fastest network

We invest **£1.5 million** in our mobile network every day

We use the UK's fastest and biggest mobile network, providing greater 4G services

Carry over **150 million** calls on a daily basis

Greater network coverage with more than **18,000 sites**

In 2016 we won the MVNO World Congress award for **Best Wholesale Operator**

Dedicated MVNO team supports almost 30 brands providing mobile services to over **5 million** end users

So there you have it

When you think why partner with us, now you know.

40,000 years worth of experience goes a long way.

How far can it take you?

Issued: September 2017
Find out more at: www.btwholesale.com

Offices worldwide

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