

**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](mailto:clientreception@bt.com)  
or call **0800 671 045**

[www.btwholesale.com](http://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](http://www.btwholesale.com)

### Offices worldwide

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