



# Amazing value on high bandwidth solutions

**Find out how much you could save**

More than ever, businesses need higher bandwidth connections direct to the internet. Cloud apps, remote backups, big data – they all need a fast, stable connection. And as your customers complete their digital transformation plans, their bandwidth needs will continue to grow, creating new opportunities for you.

To help you make the most of the demand for higher bandwidths, we've put together some special offers and created a new 100Gbps solution that lets you increase your returns.

In this guide, you'll learn about all of them.





## Why choose our high bandwidth solutions?

- **Increased revenue:** Our competitive pricing means you can help your customers grow their business and sell more. And with our current offers, you can save even more.
- **Speeds for all needs:** We can help no matter what the bandwidth requirement. We're offering huge price reductions from 1.5Gbps right up to 10Gbps.
- **A range of options:** We offer a range of different 10Gbps Ethernet products, meaning we can help no matter where your customer is located or what the solution design.
- **Quicker and more reliable delivery:** We build ahead of order, not after taking your order, so you can get customers up and running quicker and bill revenue faster. In 2021/22, we delivered 94% of our orders within 33 working days.
- **Quality from end to end:** Our Ethernet solutions offer you reliability, resilience and great customer service. In 2021/22, only 0.07% of our entire Ethernet base had a fault, and we fixed those in an average of just 60 minutes – well below our service-level agreement of five hours. We also had an average of 99.9997% availability for the year.
- **Continued investment:** We spend more than £3.7bn on our network every year. In 2021/22, we invested more than £100m on Ethernet alone.

## In this guide

- Increase your returns with 100Gbps Data Centre Connect.
- Big savings on high bandwidth Direct Internet Access.
- More savings on Direct Internet Access up to 1Gbps.
- Up to better than half-price Ethernet.





# Get greater returns with 100Gbps Data Centre Connect

## Deliver high bandwidths more efficiently

Our 100Gbps Data Centre Connect solution means you can deliver high bandwidths while benefiting from greater returns.

This popular option is known commonly in the market as an 'interconnect' or 'Network to Network Interface' (NNI).

Through our 100Gbps Etherway Data Centre Connect (DCC), you can take a single 100Gbps port, avoiding the need for multiple cross-connects and 10Gbps port cards on edge switches. That lets you use space and power more efficiently, making services cheaper and easier for you to manage.





## Key details

- Etherway Data Centre Connect provides hand-off/ports via a BT switch collocated in a datacentre.
- 100Gbps DCC is available from 21 June 2022, from Telehouse North and Telehouse North Two. We're then rolling it out to more datacentre locations, including Global Switch 1, Equinix LD9 Powergate, Equinix LD8 (Harbour Exchange), Equinix MA1 Manchester Williams House, Equinix LD7 Slough, Equinix MA3 Manchester Joule House.
- 100Gbps DCC has an SLA of three working days (subject to capacity checks).
- Pricing is available in our Ethernet Pricing Tool and the latest version of our Ethernet Pricing API (version 6). Note that 100Gbps pricing is available only for locations where the capability has launched.





# Boost revenues with high bandwidth Direct Internet Access

**Save big on bandwidths up to 10Gbps**

This special offer gives you up to 45% off our high bandwidth Direct Internet Access (DIA) solution. With speeds of up to 10Gbps, you can appeal to more customers and get them ready for the demands of the digital future.



## Offer detail

- This offer is a reduction of up to 45% on new Direct Internet Access pricing (Etherflow Internet and Etherway).
- The offer applies to orders raised from 6 June 2022.
- Any inflight orders raised before 6 June 2022 and any existing order provisioned before 6 June 2022 are not eligible for this pricing.
- Prices are automatically available in our Pricing Tool, API and BT systems.
- For API quoting, you'll need the newest version of the Wholesale Ethernet Pricing Tool API (version 6).
- The offer period is from 6 June 2022 until 30 June 2023 inclusive.

## What does that really mean?

A typical Direct Internet Access - 10Gbps Etherway Fibre Local Access with a 10Gbps Etherflow Internet is only £13,300 annual rental (one or three-year term), a saving of 45% during the offer. And only £12,802 annual rental on a five-year term.

## Etherflow Internet special offer pricing (Premium Class of Service):

Bandwidth	Normal Annual Rental	Special Offer Annual Rental
1.5 Gbit/s	£3,576.00	£2,166.00
2 Gbit/s	£4,576.00	£2,476.00
2.5 Gbit/s	£5,376.00	£2,826.00
3 Gbit/s	£5,876.00	£3,076.00
3.5 Gbit/s	£6,876.00	£3,426.00
4 Gbit/s	£7,776.00	£3,776.00
4.5 Gbit/s	£8,676.00	£4,026.00
5 Gbit/s	£9,676.00	£4,376.00
5.5 Gbit/s	£10,676.00	£4,726.00
6 Gbit/s	£11,576.00	£4,976.00
6.5 Gbit/s	£12,576.00	£5,326.00
7 Gbit/s	£13,576.00	£5,676.00
7.5 Gbit/s	£14,376.00	£5,926.00
8 Gbit/s	£15,376.00	£6,276.00
8.5 Gbit/s	£16,276.00	£6,526.00
9 Gbit/s	£17,276.00	£6,876.00
9.5 Gbit/s	£18,276.00	£7,226.00
10 Gbit/s	£19,176.00	£7,476.00



# Discounts on Direct Internet Access (DIA) up to 1Gbps

## Get up to 12% off

And there's more! We've also introduced special offer pricing on our DIA Etherflow Internet for all our bandwidths up to 1Gbps. We've updated our pricing tools with these special offer rates. As with our other offers, all you need to do is go to our portal to find the updated prices in our Pricing Tool and ordering systems.

We've reduced the annual rental of Etherflow Internet by up to £600 during the offer. So a typical Direct Internet Access - 1Gbps Etherway Fibre Local Access solution with a 1Gbps Etherflow Internet is only £4,150 annual rental. That's a saving of 12%.

## Offer detail

- The offer is a reduction of up to £600 on Etherflow Internet annual rental pricing for bandwidths from 30Mbps to 1Gbps.
- Applies to new provide orders and bandwidth upgrade orders placed from 6 June 2022 until 30 June 2023. At the end of the offer, the pricing for any new orders placed from 1 July 2023 onwards will revert to the current rates.
- The new rental charges will only apply to new provide orders and bandwidth upgrade orders made during this period.
- Any inflight and existing orders provisioned before 6 June 2022 are not eligible for this offer.
- Prices are automatically available in our Pricing Tool, API and BT systems.

The offer period is from 6 June 2022 until 30 June 2023 inclusive.



### Etherflow Internet special offer pricing (Premium Class of Service):

<b>Bandwidth</b>	<b>Annual Rental</b>
30 Mbit/s	£528.00
50 Mbit/s	£553.00
80 Mbit/s	£565.00
100 Mbit/s	£578.00
150 Mbit/s	£903.00
200 Mbit/s	£978.00
250 Mbit/s	£1,403.00
300 Mbit/s	£1,478.00
350 Mbit/s	£1,778.00
400 Mbit/s	£1,803.00
450 Mbit/s	£1,828.00
500 Mbit/s	£1,878.00
550 Mbit/s	£1,903.00
600 Mbit/s	£1,928.00
650 Mbit/s	£1,953.00
700 Mbit/s	£1,978.00
750 Mbit/s	£2,003.00
800 Mbit/s	£2,028.00
850 Mbit/s	£2,078.00
900 Mbit/s	£2,128.00
950 Mbit/s	£2,153.00
1 Gbit/s	£2,178.00



# Up to better than half-price high bandwidth Ethernet

## Get up to 59% off

We're dropping our Ethernet prices too, so you can be more competitive and take you and your customers' businesses forward. Grab a massive saving on bandwidths from 1.5Gbps to 10Gbps with our latest offer. From 23 May 2022 to 30 June 2023, you can get new Ethernet orders and upgrades for up to better than - half price.

### Offer detail

- The offer is a reduction of up to 59% on Etherflow Connected pricing for bandwidths of 1.5Gbps to 10Gbps.
- Applies to new provide orders and bandwidth upgrade orders placed from 23 May 2022 until 30 June 2023. At the end of the offer, the pricing for any new orders placed from 1 July 2023 onwards will revert to the current rates.
- The new rental charges will only apply to new provide orders and bandwidth upgrade orders made during this period.
- Any inflight and existing orders provisioned before 23 May 2022 are not eligible for this offer.
- Prices are automatically available in our Pricing Tool, API and BT systems. For API quoting, you'll need the newest version of the Wholesale Ethernet Pricing Tool API (version 6).
- The offer period is from 23 May 2022 until 30 June 2023 inclusive.

### What does that really mean?

With our offer pricing, you'll pay just £8,000 for the annual rental on a typical ELine Ethernet 10Gbps Etherway Fibre Local Access with a 10Gbps Etherflow Connected and Premium Class of Service (on a three-year term). That's a saving of 59%. On a five-year term, the annual rental would be just £7,502.



# FAQs

**If I place an order during the offer period, will the rental price revert to the current rates on 1 July 2023?**

No. Orders placed until 30 June 2023 will be charged at the lower offer rental rates for the duration of their minimum period of service.

**Does the offer pricing apply to existing Etherflow Connected or Etherflow Internet services?**

No. The offer pricing will only apply to new provide orders and bandwidth upgrade orders placed from 23 May 2022 until 30 June 2023.

**How do I find what the offer rental prices are?**

The offer pricing will be live in our Pricing Tool from 23 May 2022.

**Do I need to do anything to get these offer prices?**

No. When you place an order for an Etherflow Connected or Etherflow Internet service during the offer period (6 June 2022 to 30 June 2023 for Etherflow Internet and 23 May 2022 to 30 June 2023 for Etherflow Connected), you'll automatically get these offer prices for your order.







#### Offices Worldwide

The services described in this publication are subject to availability and may be modified from time to time. Services and equipment are provided subject to British Telecommunications plc's respective standard conditions of contract. Nothing in this publication forms any part of any contract.

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