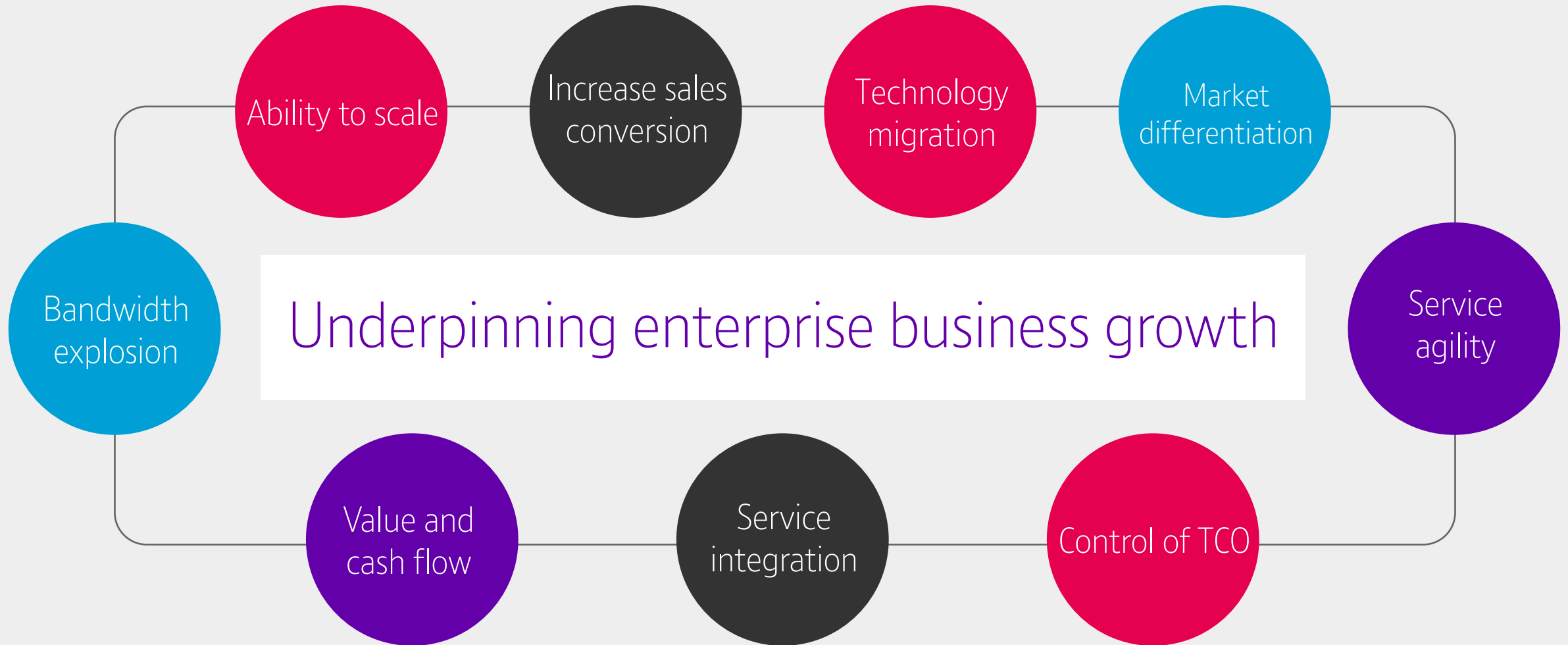


BT wholesale

Data product portfolio evolution Empowering the channel with connectivity solutions to SD-WAN ready

Paul Beacham
Data product management, BT Wholesale

Meeting the market challenges



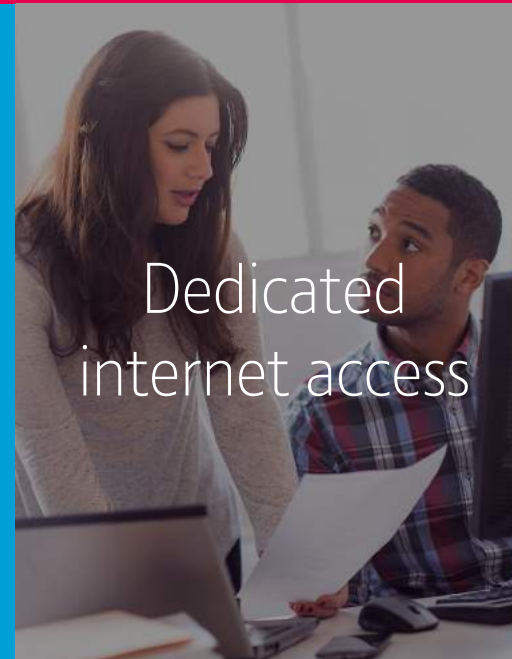
Portfolio positioning

Data and IP connectivity solutions



Ethernet

Optical



IP VBP

Managed service portfolio

Helping you to meet market requirements

Faster revenue generation



Coverage and choice

Value-added services



Add value

Agile service



The easy way to work with digital interaction

Onboarding
and upsell

New
propositions

Reduce digital
hand offs

Platform
speed and
performance



World class
help and
support



BT wholesale

Products & Services | Sales Tools | Help & Support

My BT Wholesale

Order Wholesale Ethernet products: Step 1 of 4

Configuration | Contacts | Billing | Confirmations

Step 1. Configure your order

Order Flow (1-56JT454Q) | Check availability | Qty: 2 | One-off: £10.00 | Monthly: £1.00

Choose network | Check availability | Add site details | Add access details

Order Etherflow (1-56JT454M)

Activation | Validate network

Check availability

BT wholesale

Result: Fail

Results

Reference: 3-18521149514
Service ID: MEAS12756653

We've checked the BT Network and can't see any issues affecting your service. We can however, see that there's no power to the NTE. You can appoint an engineer to check the service at your site, if they find an issue with your setup, this will be chargeable.

Next steps

Raise a fault | Re-test

See related test

Diagnostic test details

EAD Etherway | Core Access Point | Provisioned BT Core Network | Core Access Point

The benefits of SD-WAN

Software-defined networking in a wide area network, or SD-WAN, simplifies the management and operation of a WAN by decoupling the networking hardware from its control mechanism.

Automated and enriched security

Increased flexibility

Vendor independence

Reduced Lead to Cash /
Time to Market

Migration
to the cloud

Ease of use

Greater agility and
responsiveness

Self provision

What does it mean to be SD-WAN ready?

Quicker setup

Greater network control

Choice of networks

Simple management

Improved network performance

Network resilience

Better user experience



Underpinned by our capabilities

Wide ranging data portfolio

Far-reaching fibre

Self-serve and automation

Configurable services

Managed services portfolio

Network quality and investment

Imbedded security



Building on flexibility with Bandwidth on demand

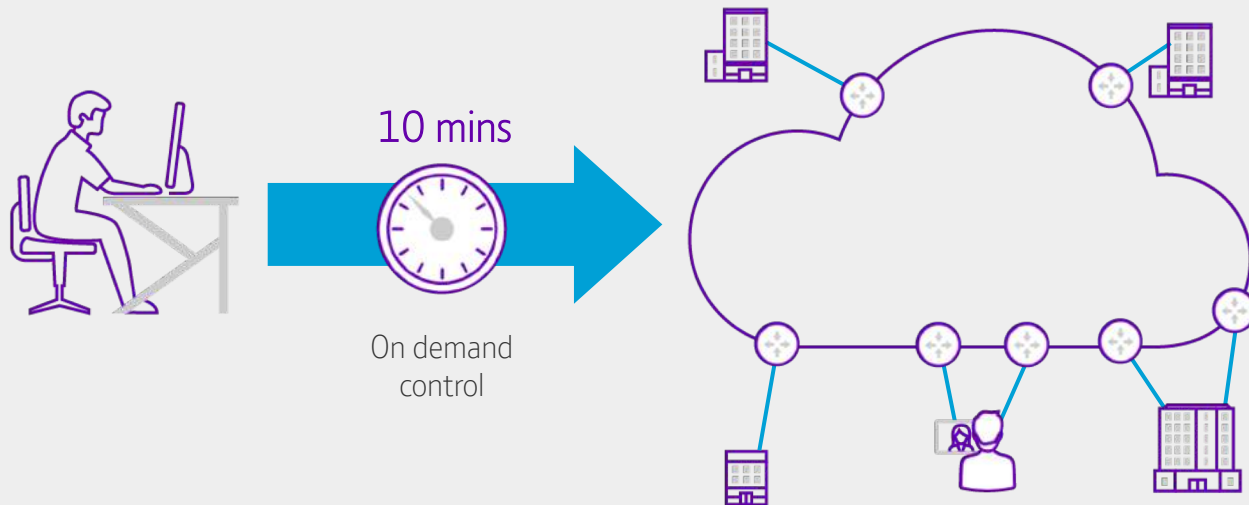
Agile and responsive network management

Satisfies end customer's dynamic needs or planned events

Customer control via portal to dynamically flex bandwidth

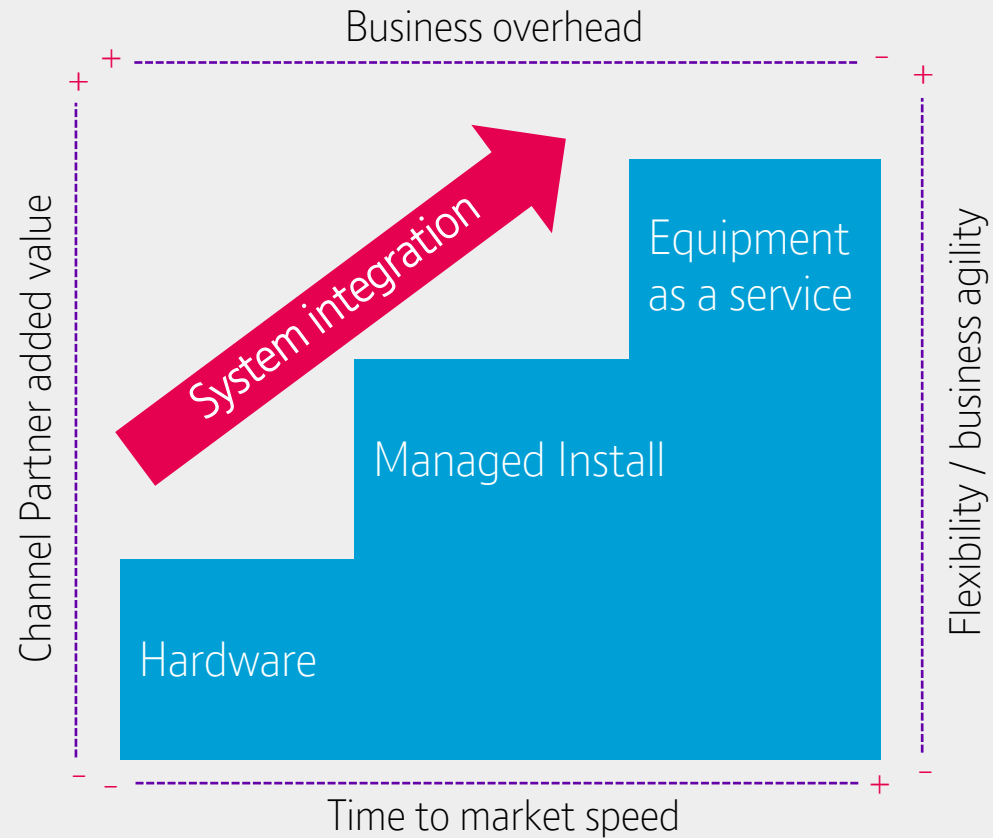
Benefits include:

- less than 10-minute modification time
- programmable timeslots
- pay as you go billing
- 24-hour bandwidth billing
- no contractual restrictions
- self-serve portal
- API functionality.



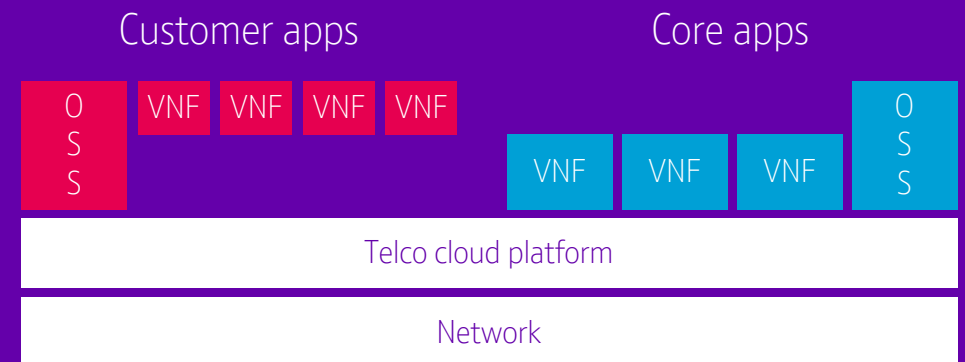
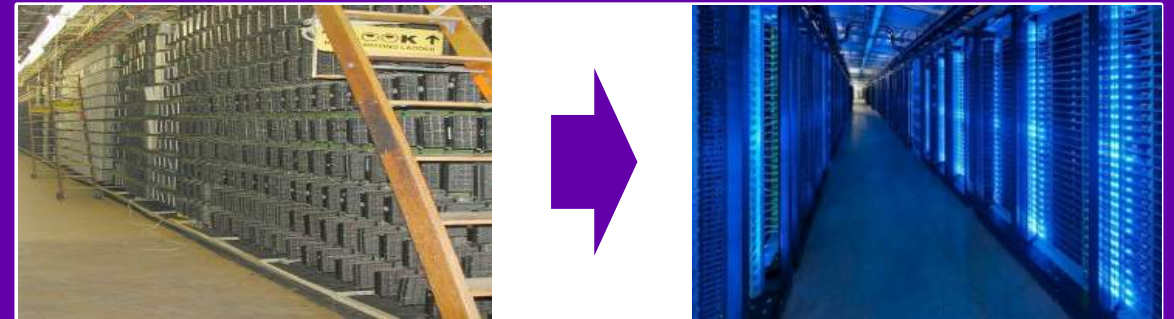
The market evolution to virtualisation

Empowering customers with virtualisation



Underpinned by our BT Core network strategy

Our exchanges will be transformed to programmable network nodes



Bringing it all together



Reach / coverage



Choice



Digital automation

Software
defined
flexibility

Managed solutions
and propositions

Self service flexibility

BT wholesale