

GENERAL BRIEFING

Proposed Re-issue of BTW Credit Vet Policy Briefing Reference 032-10

IMPACT MATRIX		
END USER	CP	SYSTEMS
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Dots in the sections above are a guide to briefing impact

Invitation to CPs to comment on BTW's new proposed credit vetting terms by 10th November 2010.

Towards the end of 2009 BTW undertook a review of the BTW Credit Vet Policy with those CP customers who responded to the open invitation to participate.

Although agreed closure of the review was never achieved, a reissued policy incorporating a number of changes was issued by BTW on 30th July - after the current stipulated 3 month notification period.

That review exercise was confined to the core of the policy, and did not move on to the very many pages of product-specific credit vet provisions. Over the summer period BT has reconsidered the entire document, and come to the conclusion that for clarity and ease of administration the entire document needs to be radically simplified and reduced – and also concluded that to attempt to treat regulated and unregulated products completely separately is impractical.

Therefore BTW has produced a new draft of the BTW Credit Vet Policy to address all products with the exception of the Standard Interconnect Agreement and the Partial Private Circuits product sets.

Many of the comments received from CPs in earlier iterations have called for restrictions on BT terms of sale which have been unduly onerous and commercially unrealistic. It would therefore be helpful if any comments recognised BTW's drive to sell, and its pragmatic need to ensure that sales are made on realistic commercial terms and at a reasonable level of risk.

The new draft policy can be found on URL:

http://www.btwholesale.com/pages/static/Pricing_and_Contracts/BT_Wholesale_Credit_Vetting_Policy.html

In view of the extent of the redraft, and the recentness of the 2009 review, CPs are invited to view the BTW proposals, and submit comments by 10th November 2010 to john.2.mackay@bt.com – so that BTW can take any comments into account before it formally moves on to give formal three months' notice of the new policy becoming effective.

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