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?



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



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



Our specialties

communications to IoT

revenue streams and expand

your portfolio

years of experience Whatever the size, scale or requirements of customer or

together and we have over

In fact, add our team

right service for you

project, we could have the

From the right fibre connectivity to cloud

we've got a portfolio of solutions to answer the call to your customers' needs Data



 Hosted **Communications**

Data

Voice

- IoT Managed Services
- MVNO

True bandwidth

flexibility allows

customers

to change

bandwidths

We provide

Wholesale

Ethernet circuits from the Isles of

Scilly in Cornwall

Meet the need for speed



within TV, radio and video services over

Voice Make your voice heard

We carry

voice minutes

per year More than

million UK homes and businesses rely on our Wholesale

Calls service



Hosted Communications

Harness the power of the cloud

Our solutions are hosted in the core BT network with availability

Inbound Services network handles over

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/)

Managed Services

you ahead in the marketplace We have

The people, the experience and the technologies to keep

responsible for 24/7 Network Management Centre, managing our voice and data networks We've deployed

133 Desk Based Engineers

providing over properties with fibre to the home in Hull Mobile

metres of fibre,

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

service offers

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

We use the UK's

reduction in time taken to

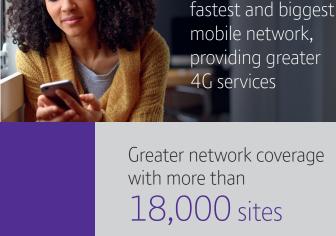
The UK's largest and fastest network

We invest

in our mobile

£1.5 million

network every day Carry over ${\cal J}$ million calls on a daily basis





In 2016 we won the MVNO

World Congress award for

Best Wholesale Operator

supports almost 30 brands providing mobile services to over 5 million end users

Dedicated MVNO team

So there you have it

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

How far can it take you?

Find out more at: www.btwholesale.com Offices worldwide

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