



Wholesale Ethernet Fibre to the Premises (FTTP)

The full fibre access solution to future-proof your portfolio
Meet your customers' growing demand for bandwidth as we
move towards an all-IP future



Connectivity to meet the demands of a Digital Britain

We're getting closer to an all-IP world and the demand for bandwidth is continuing to grow. Businesses are looking to drive their own digital transformation plans. And they're looking to you to deliver the connectivity to support this. Are you ready?

Wholesale Ethernet FTTP future-proofs your connectivity portfolio so you can meet your customers' growing demand for bandwidth. And you can do it with confidence that they'll be getting the speeds and quality they need.

We understand that everyone has different needs. That's why we're constantly evolving our portfolio to give you a tailored solution that meets all your customers' needs. With its ultra-fast speeds and uncontended, scalable bandwidth, Wholesale Ethernet FTTP can help you do exactly that.

Sell the future with confidence. With our full fibre portfolio now including both Ethernet and broadband, you'll be ready to capitalise on the explosion in bandwidth requirements and meet customer demands.

We provide the largest range of Ethernet access solutions.



What can you expect?

Speeds of up to 1Gb. Give your customers the ultrafast speeds they need and enable them to drive their digital transformation plans and embrace an all-IP future.

Ultra-low latency. So low it never slows down, wherever your customers are based.

Uncontended, flexible bandwidth. Like our other GEA products, FTTP bandwidth is uncontended. So your customers will be able to quickly access apps on the cloud, download and send large files and connect to other sites. Completely flexible, scalable and with a growing range of FTTP bandwidth options, you can provide easy and quick bandwidth upgrades to meet the needs of your customers today and in the future.

Super quick installs. The coverage is already there so you can get your customers up and running in no time. It also means you can start billing them sooner too.

Far reach. With coverage of over 80,000 UK business premises and growing, you'll be able to reach your customers wherever they are.

A future-proof solution. Why wait until 2025 for the switch-off? You can grow your portfolio just as the demand for bandwidth grows, using our expertise and solutions to help you and your customers transition to all-IP.

We aim to reach
20m
*premises by the end
of the 2020s.*

This year we invested
£2.1bn
in our network.



Digital transformation in an all IP world

Wholesale Ethernet FTTP plays an important role in both you and your customers' transformation agendas.

We're all increasingly relying on connectivity. From the everyday things in life such as cloud apps, voice calls and remote working solutions. So it's paramount that your customers are confident that they're getting the speeds and quality they need to drive their business forward.

Our wide range of FTTP bandwidth options help you to provide easy and quick bandwidth upgrades to meet the needs of your customers. As they're flexible and scalable solutions, you can offer a tailored service to your customers. One that isn't hampered by location as it's not affected by their distance to the Ethernet node so they get exactly what they need.

As the drive for digital transformation grows, we'll also be launching even more bandwidth options to help you meet the varied demands of your customers. This will give you greater control in an all-IP world and enable you to support your customers with the scalability they need to succeed.



Our current coverage is
80,000
UK businesses.
And it's expanding.

We're here to help

Why BT Wholesale?

We'll get your customers set up. Fast.

It's not just our speeds that are fast, it's our installs too. We can help you get your customers up and running in as quickly as five days*.

We make things easy

Ordering and getting quotes should be simple. We make sure it is with our easy-to-use online pricing tool and APIs. And let's not forget about our reliability and robust service level agreements that enable you to give an outstanding service to your customers.

Experts that have your back

It's not just the products that are super fast and extra reliable. It's our people too. In fact, we have a professional services team ready and raring to go. That includes more than 1,700 specialists whose mission is to give you the best service in the channel and work closely with you as you embrace Digital Britain.

We proactively manage more than 15,000 Ethernet access circuits across the UK.

*Over 1,700
BT Wholesale
people dedicated
to helping you
succeed.*



*Five days on existing ONT, 11 days on 2 Stage and KCI 2 assure. Subject to restrictions outside of our control.

The network the UK relies on

Did you know that we have the only network in the UK that offers 99.999% availability? And we pride ourselves on the reliability at the heart of our network. It's designed to ensure you can offer your customers the best in connectivity, so when you say you'll provide them with reliable, scalable FTTP speeds, you know that you'll be able to deliver.

We've got you covered. At launch we reached over 80,000 business premises with FTTP. And through investment from us and Openreach, we're constantly increasing our coverage.

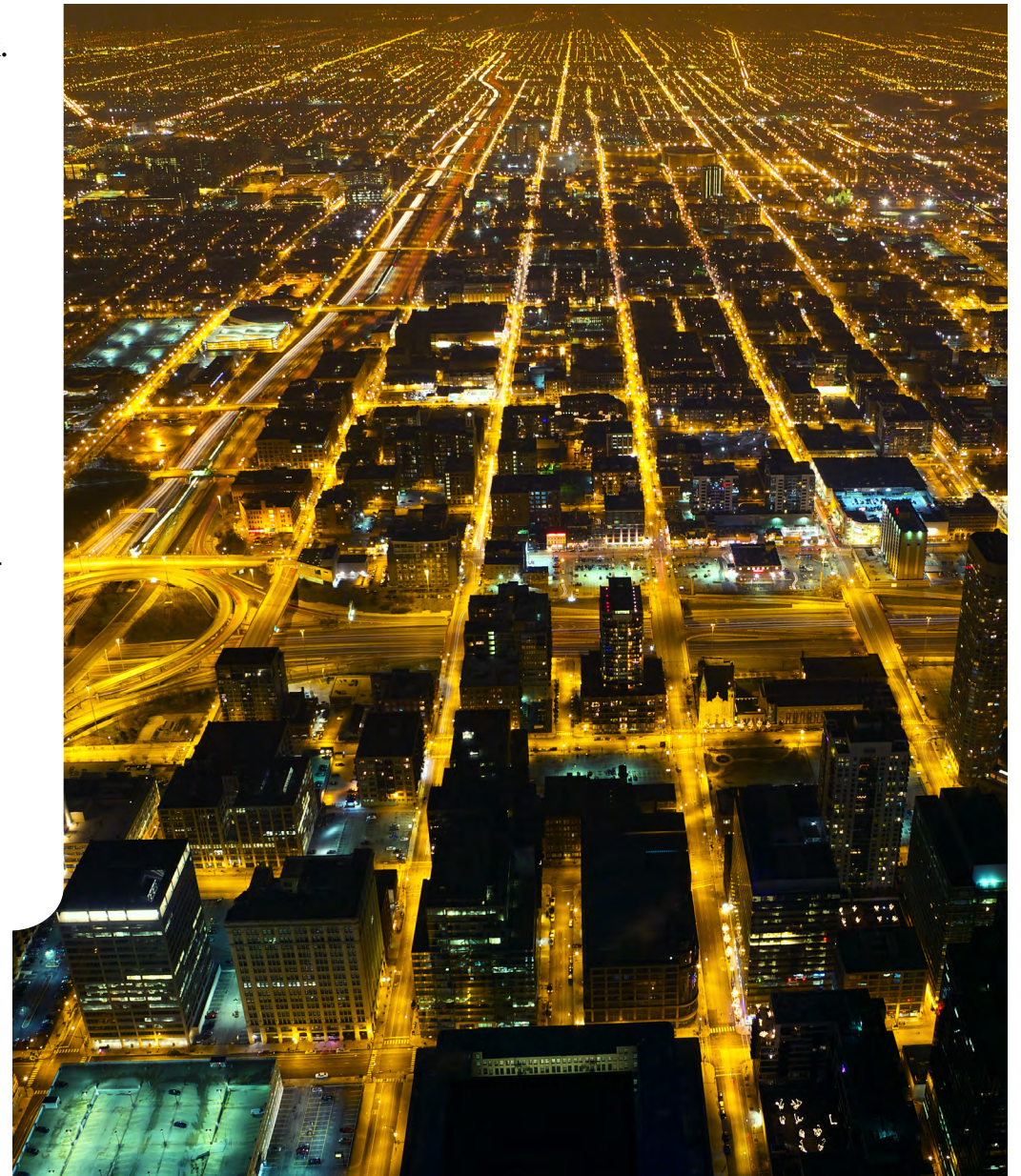
Protecting your business. With 3,000 security experts and 40,000 devices constantly monitoring the health of the network, you can be confident with the security measures we have in place.

Network expertise. We want to make sure you and your customers get the best from our technology. Whether it's in the form of our managed services that help you deliver projects on time and on budget or the support of our 1,700+ Wholesale staff, when you need expert help, we'll be there.

Prepare for the future. We invest £3.7bn in our network each year to continue leading the way in the technology revolution. We're rolling out FTTP to the nation and helping you prepare for an all-IP world.

What else can we do for you? We're enhancing all areas of our access portfolio to enable you to meet the growing bandwidth demands of Digital Britain. Whatever your customers need, we'll help you deliver.

More than 40,000 devices constantly monitor the health of our network.



Common questions

There might a few things you're still wondering about Wholesale Ethernet FTTP. So that's why we've put together some of the most common questions and answered them for you here. If you want to know more, just get in touch with us and we can help.

How do I order?

Simply order via Business Zone in the same way as with our other GEA products. And you can get quotes via the Pricing Tool.

How long will it take to install?

As the build's already done, delivery can be as quick as five days*.

How can I work out where the coverage is?

You can see if there is coverage in your area on the Pricing Tool.

How are you growing coverage?

1. Organically in high density areas where we have cable links in the same location as Openreach.
2. Utilising Openreach growth plans to add additional cable links in areas where there are a high number of business premises.
3. Reactively adding cable links where there is high demand.

What if my customer wants Wholesale Ethernet FTTP and it isn't available?

If FTTP's not available yet, we've got a wide range of access solutions such as SoGEA, EAD and FTTC. We're continuing to expand our FTTP coverage, so it's likely to be available soon.

It appears there is Openreach FTTP coverage but no BT Wholesale availability, what do I do?

From time to time the Ethernet Pricing Tool may suggest that we don't offer the FTTP product in certain locations, despite there being Openreach FTTP network. We can 'fill the gap' by ordering a new 1Gb Ethernet cable link for your customer. It's very straightforward – we just need to know where to install the new cable link. There are no additional costs to you and when it comes to timescales, it takes a maximum of 33 working days.

What bandwidths are available?

We currently offer over 15 bandwidth options with speeds of up to 1Gb. With new bandwidth speeds being introduced regularly, the best way to see our latest options is through our Pricing Tool.



*Exact lead time dependent on appointment availability and availability of installed equipment.

Future-proof your portfolio today with FTTP

Take the next step to all-IP and begin your digital transformation with flexible, scalable FTTP solutions that meet your customers' bandwidth demands today and in the future.

Get in touch

Call: [0800 671 045](tel:0800671045)

Email: clientreception@bt.com

Visit: btwholesale.com/fttp



Offices Worldwide

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