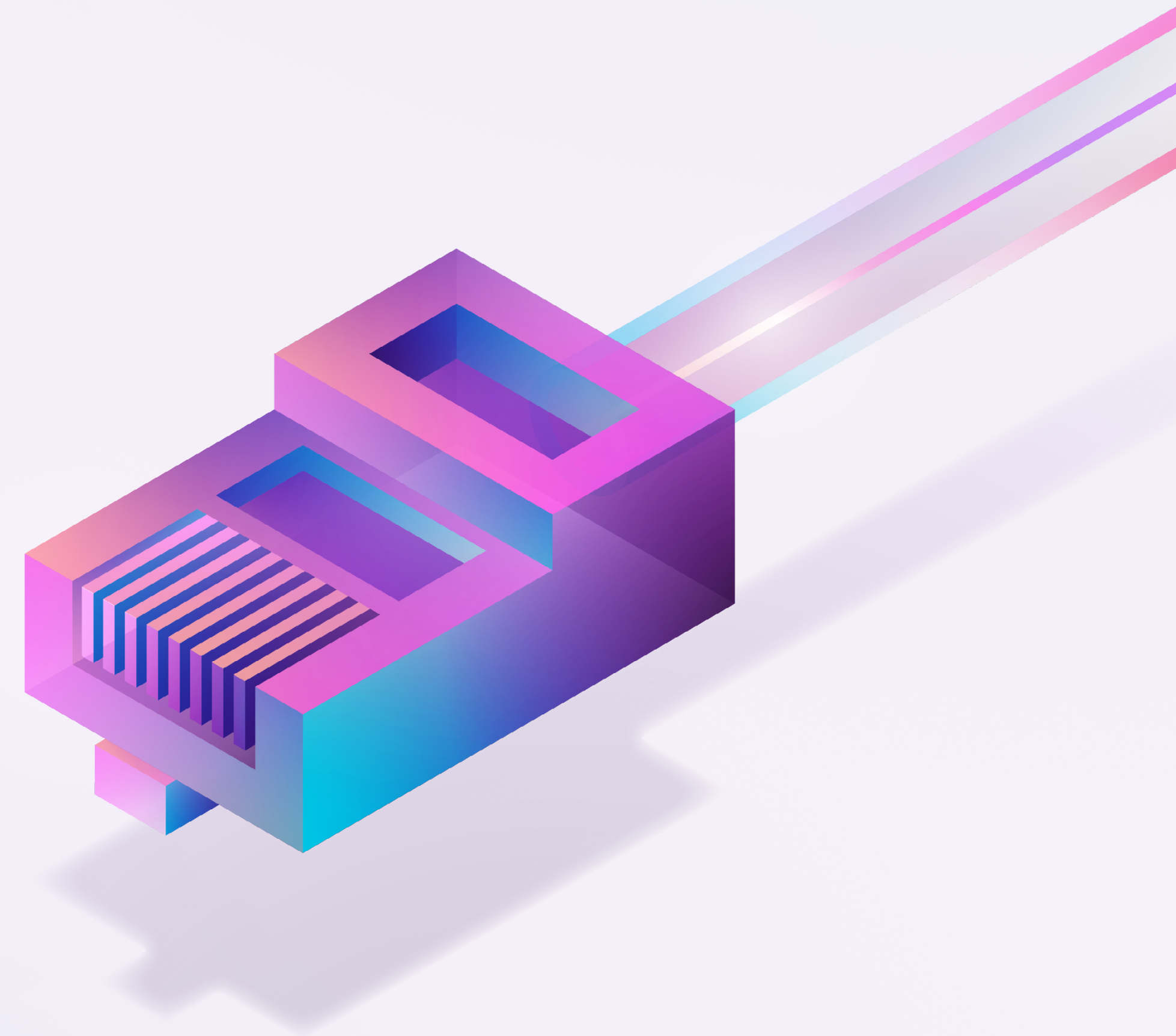




# Future-proof your customers with Wholesale Ethernet over Fibre to the Premises (FTTP)

Part of our Superfast GEA portfolio

November 2023



# 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 over FTTP futureproofs 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 access solution that meets all your customers' needs. With its ultra-fast speeds and uncontended, scalable bandwidth, Wholesale Ethernet over FTTP can help you do exactly that.

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**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.

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We provide the largest range of Ethernet access solutions.



# What can you expect?

**Download speeds of up to 1Gbps.** Give your customers the fast speeds they need and enable them to drive their digital transformation plans and embrace an all-IP future.

**High availability and performance.** Get connection to the same Ethernet platform and network, just like on Etherway fibre. Separate to our broadband platform.

**Ultra-low latency.** So low it never slows down, wherever your customers are based. Offers the same latency and network performance SLA as our Ethernet fibre connections.

**Flexible speed options.** Completely flexible, scalable and with a growing range of asymmetrical and symmetrical 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 cabling 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 – some in as little as five days.

**A future-proof solution.** Why wait until 2025 for the PSTN and ISDN 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.

**By 2024, we expect to reach around 41% of UK business premises, with 10,000 new ones added each month**

**This year we invested £3.7bn in our network.**



# Why choose us?

## 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.<sup>1</sup>

## 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.

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**We proactively manage more than 185,000 Ethernet access circuits across the UK**

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## 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.

## More than 1,700 BT Wholesale people dedicated to helping you succeed



<sup>1</sup>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 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 Ethernet over 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 cabling. And through investment from us and Openreach, we're constantly increasing our coverage, with over 10,000 new business premises being added every month.

**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 coverage to the nation and helping you prepare for an all-IP world.

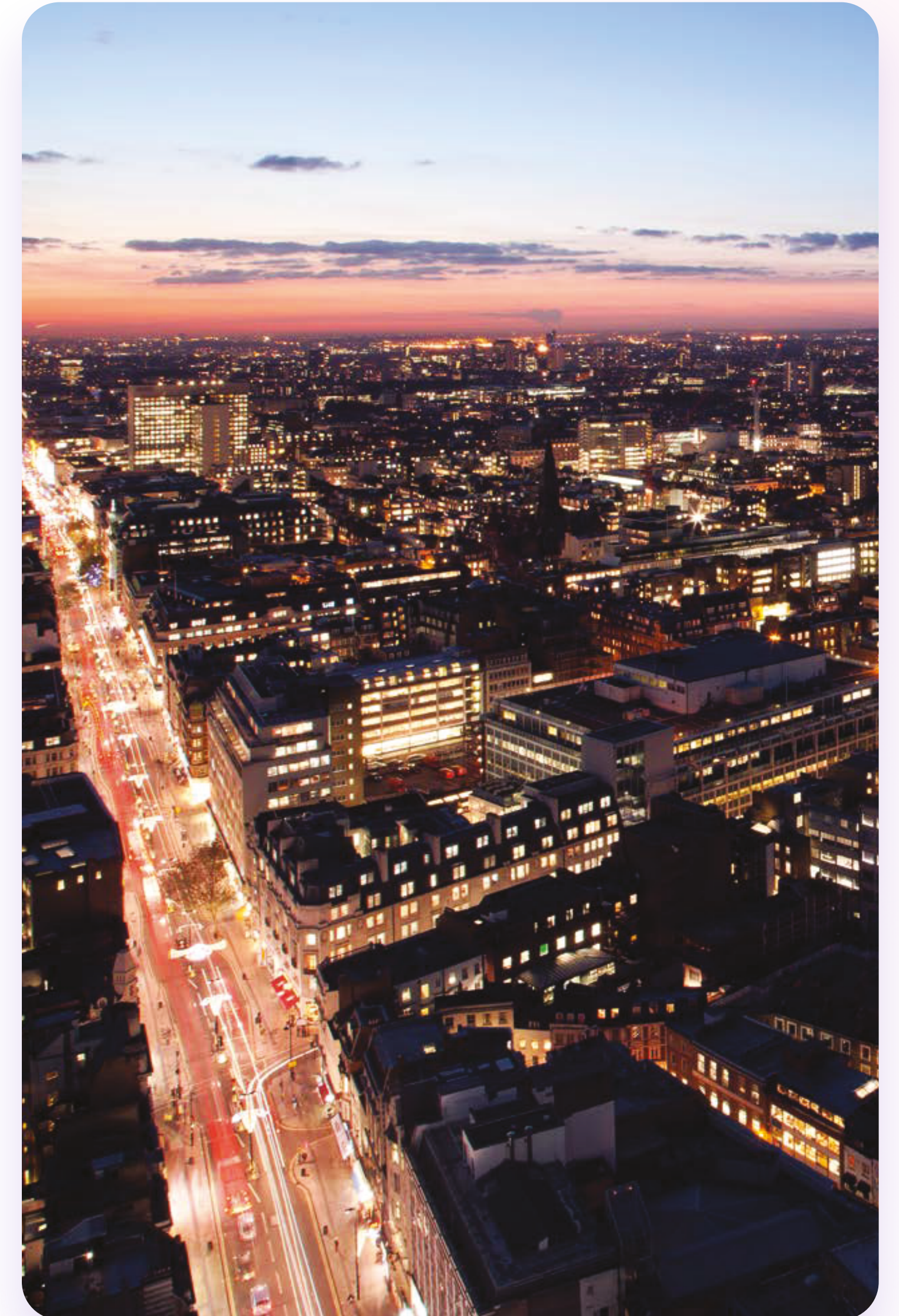
**Support you can trust.** Only 0.06% of our entire Ethernet base reported a fault in 2022, so you can have faith in our service.

**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.

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

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# Frequently asked questions

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## How do I order?

Simply order via Business Zone in the same way as with our other Superfast GEA portfolio access products like Ethernet over SoGEA. And you can get quotes via the pricing tool or our APIs.

## How long will it take to install?

As the build's already done, delivery can be as quick as five days.<sup>1</sup>

## How can I work out where the coverage is?

You can see if there is coverage in your area via our pricing tool and APIs.

## How are you growing coverage for Ethernet over FTTP access?

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 over FTTP and it isn't available?

If FTTP coverage is not available yet, we've got a wide range of access solutions such as Ethernet over SoGEA, Etherway fibre (EAD) and even Etherway Radio access. 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 availability for BT Wholesale's Ethernet over FTTP. What should 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 coverage to the site. We can 'fill the gap' by ordering a new Ethernet cable link for your customer, to link the location back to our Ethernet platform so the FTTP cabling can be utilised for this service. 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 1Gbps download available. With new bandwidth speeds being introduced regularly, the best way to see our latest options is through our pricing tool.

<sup>1</sup>Exact lead time dependent on appointment availability and availability of installed equipment

# Take the **next step to all-IP** and meet your customers' bandwidth demands today and in the future

## Get in touch

Call: 0800 671 045

Email: [clientreception@bt.com](mailto:clientreception@bt.com)

Visit: [btwholesale.com/fttp](https://btwholesale.com/fttp)

### Offices Worldwide

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