Managed Install

Unlock the power of our new value-added service offering on leased line access

Do your customers need a quick and easy, low-cost way of installing Ethernet circuits? If so, you can show them Managed Install. It's a new, value-added offering on our Ethernet access solution that's been developed by our Wholesale division.

So why have we developed it? Because resellers have been asking us for a solution that would reduce their costs and boost their efficiency whilst also enhancing the end user experience! Managed Install is the result. It's a reliable, flexible access solution that provides a single bundled order. It offers the delivery of an Ethernet Etherway circuit, plus the sourcing, staging and installation of the CPE. And we provide on-going maintenance support. In fact, you get a single team to manage your end to end circuit.

After the access circuit has been installed, one of our engineers will install the CPE router, configured to meet your standard boot-up configuration. You can even include back-up devices and additional cards and cables. And that's not it. We'll even align the billing and absorb the cash flow between circuit installation and CPE go-live.

Did you know?

- we're the UK's leading provider of leased line internet access

- with Managed Install, you get everything you need from a single supplier

- we manage all of the elements of the order and monitor and manage any changes in delivery.

BT wholesale

Who'd be interested in Managed Install?

Your customers are most likely to want Managed Install if:

- their business depends on the internet and they need higher levels of internet security
- they wish to increase their end customer satisfaction
- they wish to optimize their delivery model
- they purchase CPE in significant volumes
- their overall business strategy and vision is not managing delivery.

Why should you be interested?

Managed Install makes life easier for your customers – which in turn will make life easier for you. With faster CPE installation, it will lead to earlier billing and better cash flow.

At the moment, our new Managed Install is available on Wholesale Ethernet (fibre-based) and EFM (copper). If enough customers are interested, we'll also start trialling it for GEA.

Ordering Managed Install

Ordering Managed Install is simple (there's a single order journey for access, CPE and install). You can order it alongside Wholesale Ethernet on our systems, ordering CPE at the same time. We'll co-ordinate the CPE and installation and we can also install back-up devices.

An onsite engineer will assist your end-to-end test once the installation is completed and before the handover.

Big benefits

- **competitive pricing** - and lower costs
- **aligned billing** – reduces complexity and cost in managing multiple suppliers and invoicing. We'll also only bill once the CPE has been installed, further reducing cashflow exposure and improving circuit profitability
- **a simple, straightforward solution from one supplier** - so you won't need to deal with lots of different vendors
- **quick and easy ordering** - a fast, end-to-end service that supports fibre EAD and copper EFM
- **speed and convenience** - the CPE is fully prepared (including configuration and pre-testing) prior to dispatch.
- **faster installation of CPE** – allowing a faster customer handover
- **environmentally friendly** – CO_2 emissions are lower as there's a single supplier, one visit and one truck where possible
- **increased productivity and efficiency** - leading to greater customer satisfaction.

A partnership that inspires total confidence

- we're a world-leader in high-quality communications technology, including simple, fully managed business broadband and a wide range of Wholesale Ethernet solutions
- as the UK's foremost Ethernet network provider, you can be confident of the reliability, security and flexibility of our solutions

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Find out more at: **www.btwholesale.com/managed-install**

Email **clientreception@bt.com**
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