

BT wholesale

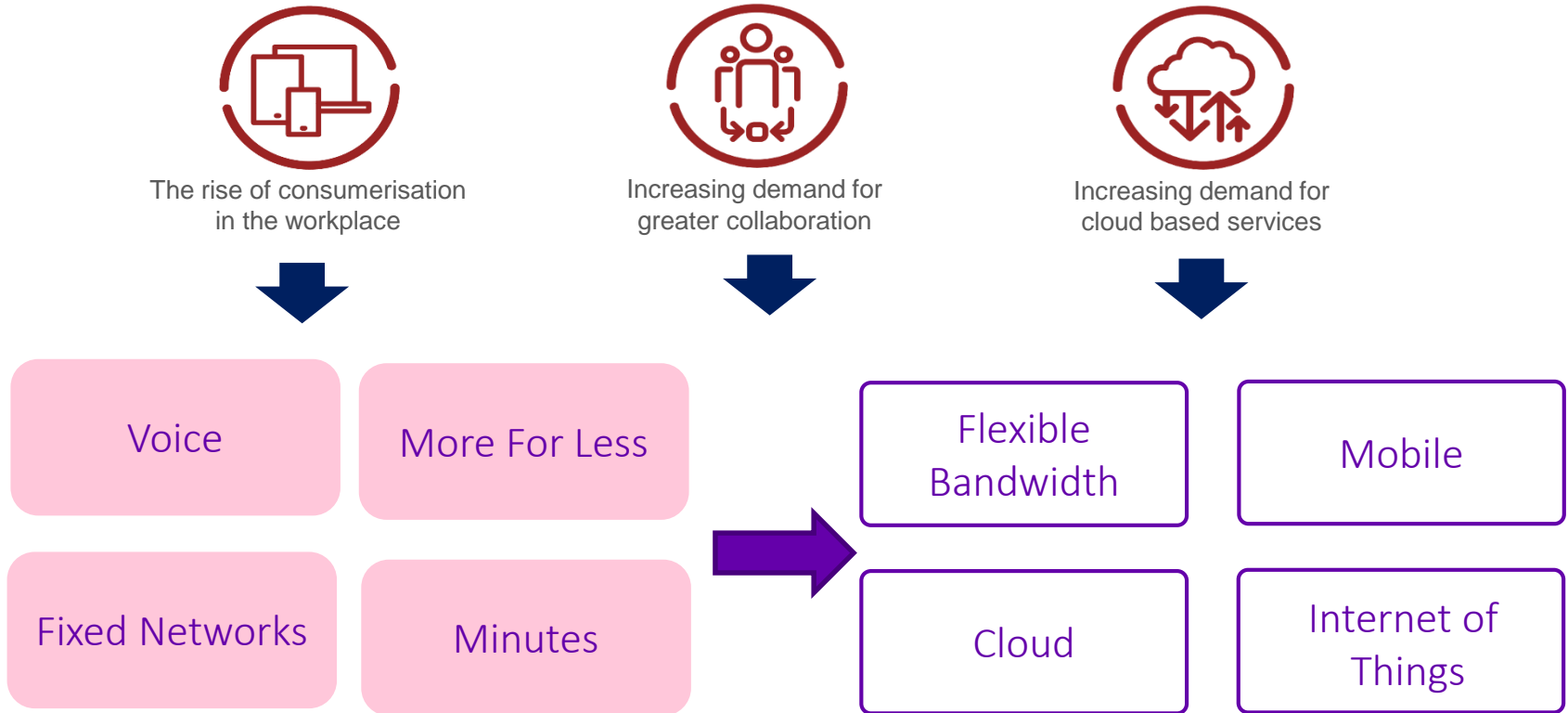
Spitfire Partner Seminar

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Fixed and MVNO Sales

18th January 2018

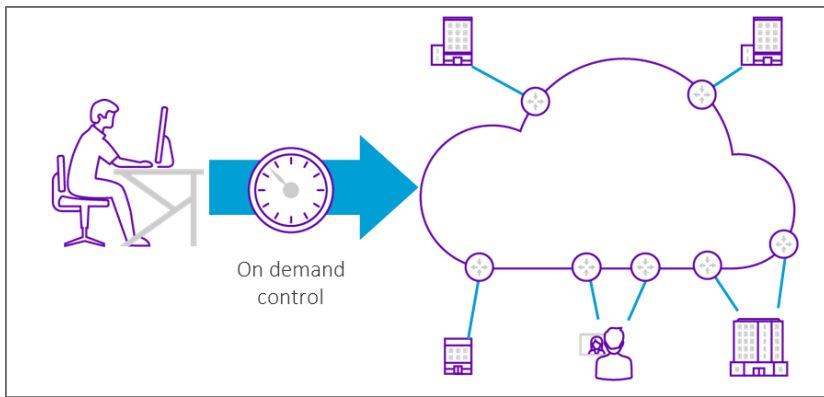


The market landscape and demands are changing



Flexible bandwidth – new services in hours not days

Today – hardware at site..... Tomorrow virtualisation



4G access

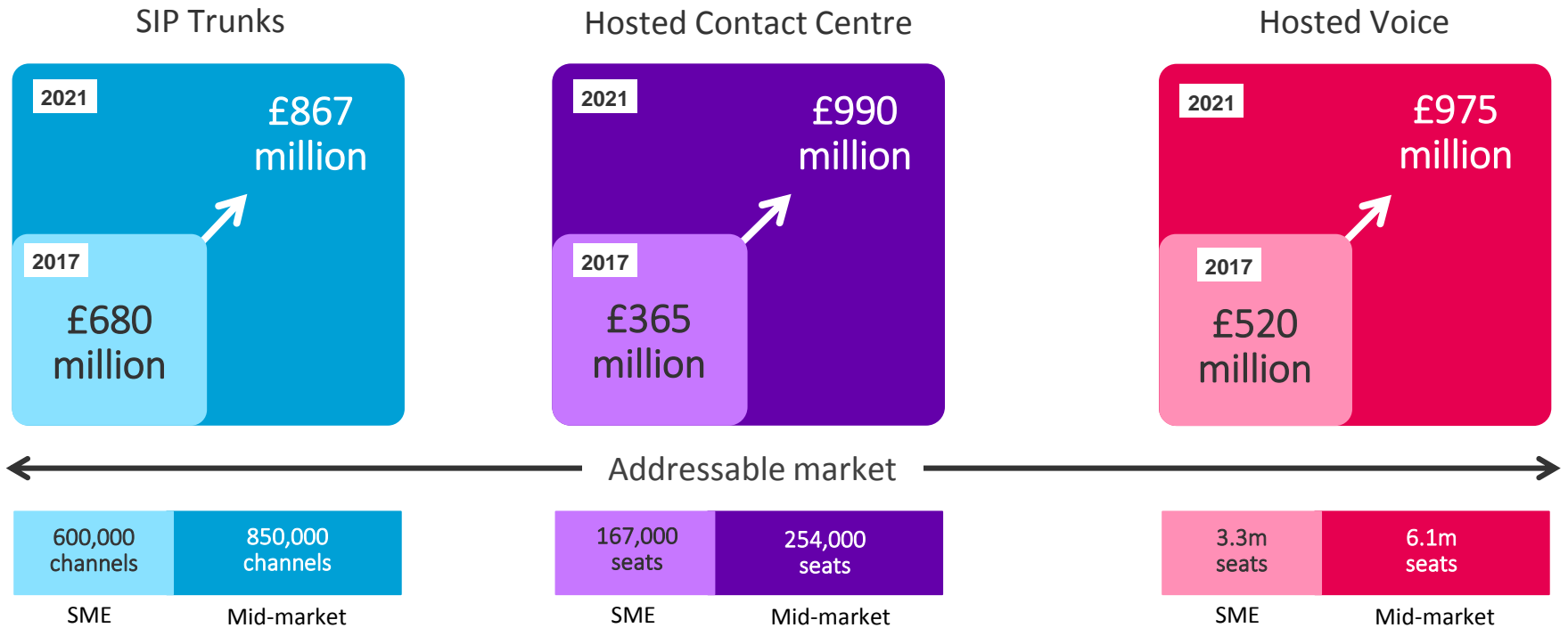
Integrated 4G access with EE as secure connection into existing Wholesale Ethernet infrastructure

- Initial customer Proof of Concept underway
- Alpha trial phase through Autumn
- Spring launch

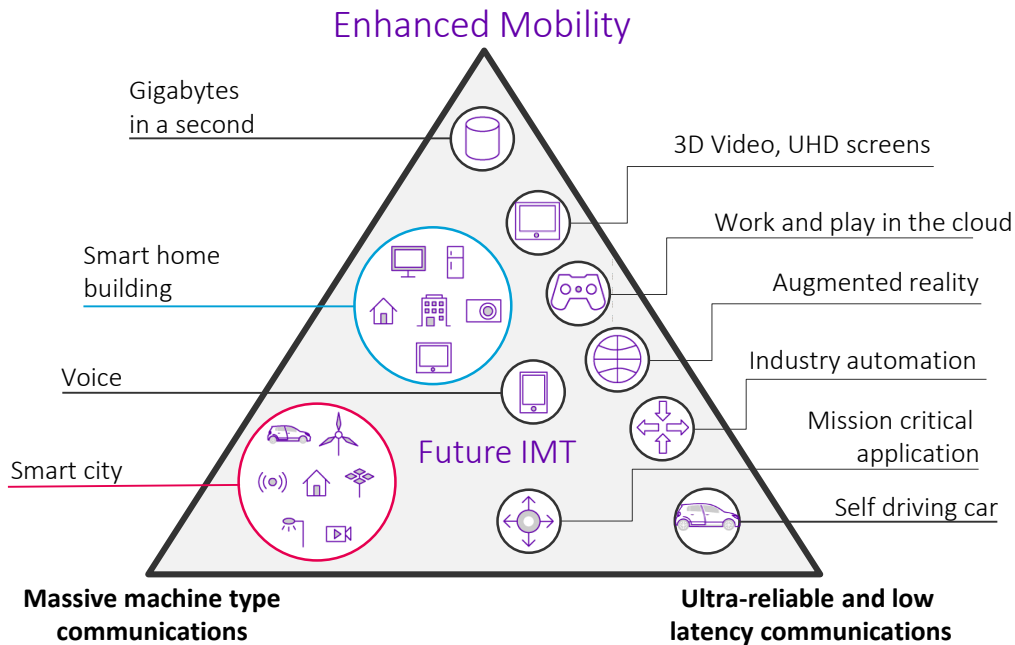
High level Proposition	Business Driver
Fast Data Delivery	<ul style="list-style-type: none"> • Managed installation of 4G service improving Ethernet lead time • Short term solution for rapid deployment or temporary solution e.g. events • Unexpected delays – customer solution where fixed delivery date slips
Back Up Service	<ul style="list-style-type: none"> • Diverse solution for business continuity • Insurance policy for the fibre Ethernet
Ethernet 'Not Spots'	<ul style="list-style-type: none"> • Managed installation of 4G service where no cost effective fixed coverage

Flexible bandwidth on demand

Cloud – a £1.5bn opportunity in hosted communications



Mobile and convergence is leading the drive for new applications and market demand



Enhanced mobile broadband
 UHD Video, Virtual/Assisted Reality, Interactive gaming, Tactile Internet, Fixed Wireless Access



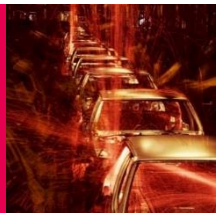
Mission critical machine type communications

Self/assisted driving, traffic safety and control, industry automation, remote surgery

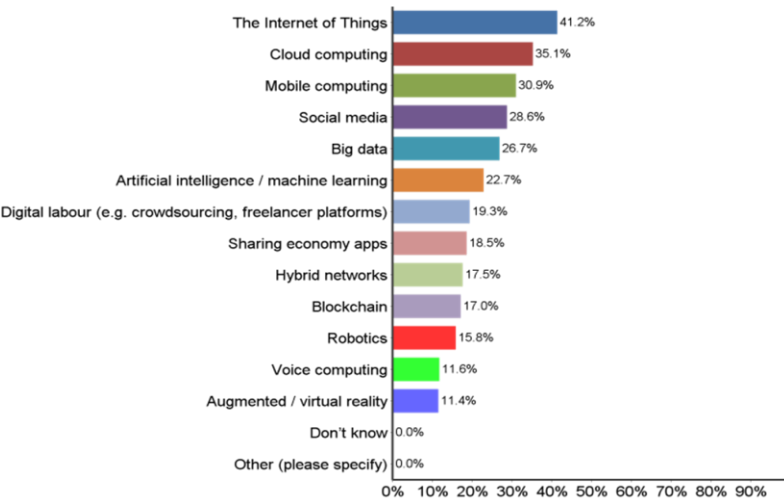


Massive machine type comms

IoT, Smart Home/Building/Factory/Energy, Smart Agriculture, Logistics, Asset tracking



The 'Internet of Things' is changing connectivity forever...



1,000,000,000 connected devices



In conclusion

BT are investing
£6bn over three
years to expand
our high-speed
network footprint

BT is on a journey to realise our strategy to improve connectivity.

As a BT Wholesale partner, Spitfire leverages BT's innovation and network investment.

Being part of the Spitfire community makes it easier for you to develop better service offerings for your customers.

Together we can all use the power of communications to make a better world.

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