



Ethernet Developments

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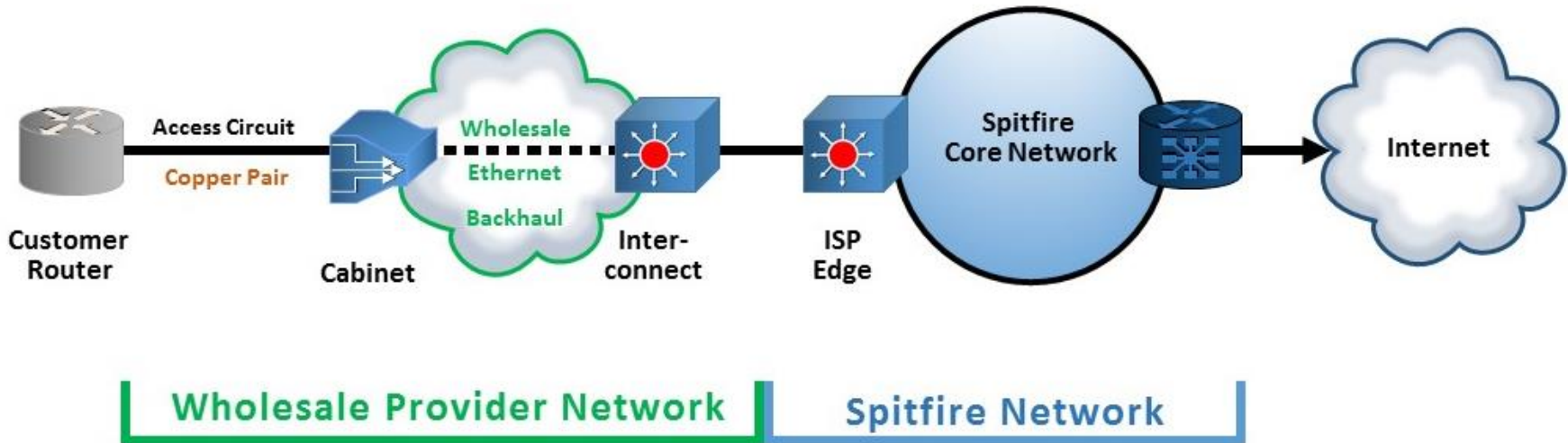
- FTTC Ethernet
- Choosing Ethernet Access Provider
- Government Voucher Schemes
- Multi-Tenanted Building Trial

FTTC Ethernet

INNOVATIVE • FLEXIBLE • RELIABLE • SUPPORTIVE • COST EFFECTIVE

FTTC Ethernet – What is it?

- Ethernet utilising Fibre to the Cabinet (FTTC) technology
- Uses fibre Ethernet infrastructure from the cabinet to the exchange
- Uses existing copper infrastructure from cabinet to premise



FTTC Ethernet – Spitfire's Offering

- BT Wholesale - £99/month
 - Up to 20Mb down / 18Mb up
 - up to 5% cos- 1Mb of guaranteed SLA backed bandwidth
 - Options to increase downstream speeds for increased cost
- NEW – TalkTalk Business - £99/month
 - 18Mb down / 18Mb up minimum guaranteed bandwidth (subject to line speed)
 - CoS up to minimum guaranteed bandwidth
 - Burstable up to 80Mb down for no extra charge

FTTC Ethernet – Spitfire's Offering

- TalkTalk's offering is £99/month, whereas BT Wholesale's offering starts at this price
- TalkTalk Business FTTC Ethernet ideal for those seeking burstable downstream speeds beyond the usual 20Mb
- BTW FTTC Ethernet ideal where higher downstream speed is required to be guaranteed
- Secondary FTTC provider means increased availability & resilience for Spitfire customers
- FTTC is an excellent choice as back-up to Fibre Ethernet

Choosing an Ethernet Access Provider

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Ethernet Access Provider – Quotation Stage

Wholesale Ethernet Provider	Standard lead times likely	Long lead times and possible ECCs
BT Wholesale & TalkTalk Business	Category 1 or 2.1	Category 3
Virgin Media Business	Site Connected	Civils Required
COLT	On-Net	Near-Net
IFNL	On-Net	N/A

Ethernet Access Provider – How to reduce risk of a complex install

- Is there existing presence? Speak in advance to Landlord, ask other tenants, look in the comms room
- Is a wayleave required? Early engagement with the landlord is key
- Building built or refurbished prior to 2000? Asbestos register is required