Mobile Data

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SPITFIRE®
PARTNER SERVICES

Agenda

- Limitations on current products

- Network analysis of the technology

- Spitfire's new offerings

- Future

Limitations on current products

- Dynamic IPs

- No routing through Spitfire's network

- Reliance on fixed line connectivity

Target Market

- Temporary offices

- Office moves

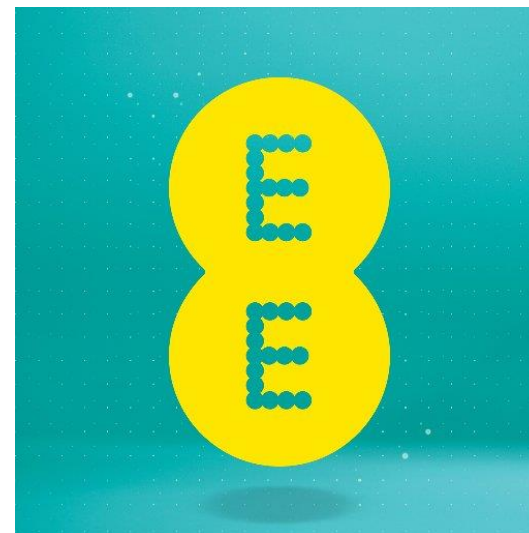- Resilient Back-Up

Ethernet Mobile Access

- Fast Deployment
  - Primary/Pre-Ethernet
  - 100GB Usage
  - 10Mbps Speeds
  - £265-390 per month

- Back-Up
  - 10GB Usage
  - 10Mbps Speeds
  - £75-120 per month

Mobile Data Access

- Fast Deployment
  - Short lead time possible
  - Short contract length possible
  - Flexibility

- Back-Up
  - Dedicated or temporary primary
  - Seamless transition
  - Simple billing

Why EE?

- Coverage

- Cost

- Flexibility

The Future

Takeaway Points

- New mobile data products
    - EMA (BT Wholesale)
    - Mobile Data (EE)

- Imminent launch of M2M and IOT products

- Level of control on new IOT platform