

# Fast, reliable internet for your commercial development





## Providing your sites with the network businesses need

Businesses are more connected than ever, with connectivity in the workplace enabling cloud computing, remote working and networked offices. These services need a modern, future-proof network with a choice of internet service providers.

Cloud storage and VoIP telephone services are increasingly taking over from on-site backups and landlines for businesses. Poor connectivity or broadband downtime can

cause major issues with these services, so the reliability offered by full fibre networks is more important than ever for your business premises.

Openreach full fibre provides your commercial developments with a modern platform for businesses to enable the connectivity they need, using the provider of their choice through our unrivalled open-access network.

# Prepare your developments for the copper switch off

Many connected business services traditionally relied on their own copper telephone line to function. Businesses using alarms, lifts and payment systems meant several lines per building being installed just to provide the required connectivity. A fibre connection removes the need for all of these extra lines, providing a single line capable of delivering every service a business may need.

This isn't just convenient for your business tenants, it means your sites will be ready for the upcoming removal of copper connection equipment from telephone exchanges across the UK. Traditional telephone line equipment is set to be retired by 2025, meaning services that rely on this technology will no longer be viable in the coming years.

Although some copper cable will still be present in the network whilst full fibre is being installed, traditional copper only telephone lines will become a thing of the past. To ensure the same services that traditionally needed a dial tone over copper can still function, fibre takes advantage of a new way of delivering connectivity – IP services. IP services use data to deliver telephone calls, CCTV and all kinds of essential business needs, whilst also taking advantage of the speed, resilience and capacity of fibre cable.

Installing full fibre on your development means you'll be ready for this change, giving your site the distinct advantage of a future proof connectivity solution over copper only competitors.

Fibre connection is everything a business needs on a single line, no copper needed. It's the **future of connectivity**, available to install today.

## A solution to suit your business needs

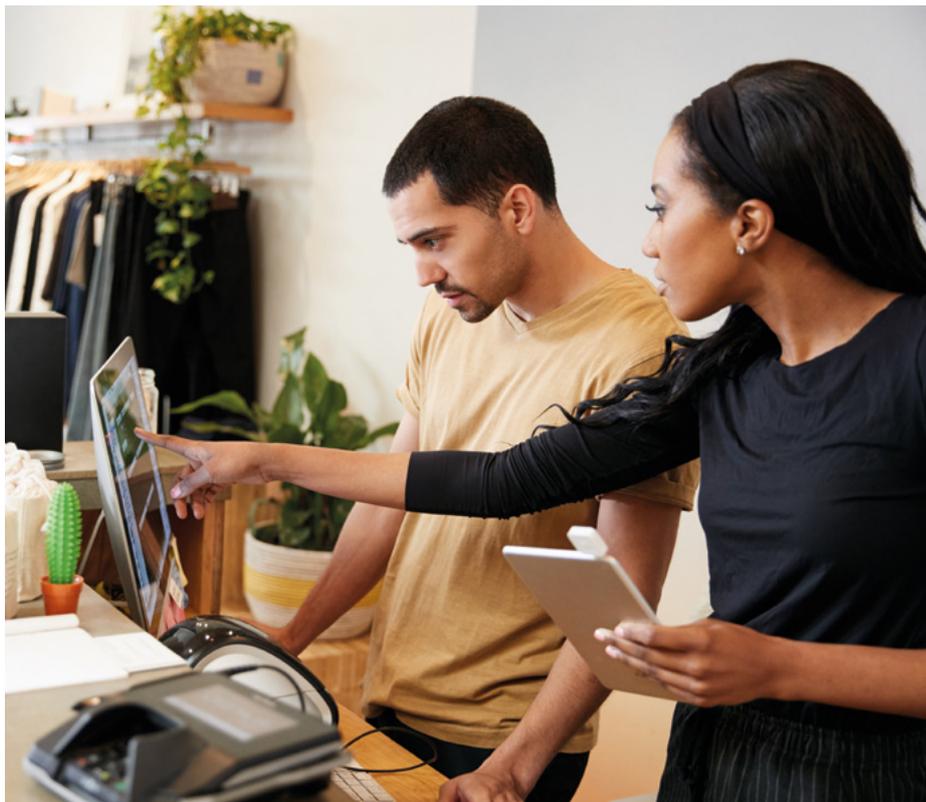
Business needs for your commercial new site/s can differ, so you can choose from two products: Ethernet or Fibre to the Premises (FTTP).



**Ethernet offers** symmetrical bandwidth – up to 10Gbps simultaneous download and upload connection.



**FTTP offers** asymmetrical bandwidth – up to 1Gbps download and 30Mbps upload.



# Deliver amazing speeds and unflinching reliability with Ethernet

EAD is symmetrical, it offers diverse access routes into a building and speeds of up to 10Gbps.



## Resilience Option 1

A connection delivered via two different paths. External damage to one cable? The second will ensure a business can continue to work as repairs are completed.



## Resilience Option 2

Take advantage of two different delivery paths, with internet connectivity delivered directly to various areas of the building.



## Network in advance

Pre-build ethernet network ready for order.

Ethernet offers everything a modern business could need for their network solution. From small companies reliant on e-commerce for revenue to multinational corporations working on cloud based systems. Reliability, speed, resilience and service are key to our Ethernet option: Ethernet Access Direct (EAD).

Ethernet delivers a dedicated cable straight from the exchange into a single business property. There's no shared network so ultra-low latency is guaranteed. This dedicated line allows speeds more than 10 times faster than our standard Fibre to the Premises offering.

Businesses have a growing dependency on reliable, high speed connectivity to remove the risk when using business critical applications such as virtual networks and cloud-based voice and data services. EAD removes the risk of interrupted internet connectivity with additional resilience options in case of physical cable damage from road works, or power shortages at local telephone exchanges.

Ethernet makes your development stand out amongst the crowd for those business tenants relying on internet connectivity, giving you a key selling point when advertising your site.

## Fibre to the Premises (FTTP) – the new broadband standard

FTTP is our standard full fibre option. It's affordable and reliable. It delivers all the key benefits of fibre technology. FTTP is a pure fibre connection that runs from the exchange to the edge of your development, where it can be split to deliver shared service to a number of businesses on site. Or if you have a single property, the connection will go directly to that business premise.

FTTP offers speeds of up to 1Gbps, giving businesses the ability to run all their connected devices and services over a single connection.

FTTP is the connection of choice for smaller modern commercial units and small offices where the reliability and resilience of Ethernet may not be needed.

FTTP replaces the need for traditional copper lines. All existing copper line services are compatible with an FTTP connection via IP services, and in most cases a single fibre connection can do the work of multiple copper lines.

# Ethernet and FTTP at a glance

## Ethernet



**A popular solution with SMEs as well as larger corporate clients.**

Offers two resilience options, providing backup connectivity in case of service loss and the option for multiple communication providers on site.

Upgraded SLA timescales are provided over standard FTTP and speeds of up to 10Gbps are supported.

Allows large scale businesses to reduce the risk associated with cloud based solutions and remote VPN connections.

Ethernet solutions offer bespoke pricing based on your needs. Contact us to find out more.

## FTTP



**Typically the solution of choice for small businesses, offices and sole traders. Offered free to commercial sites of 20+ plots.**

**The connection of choice for most modern commercial units and small offices. IP services, reliable, high speed internet connectivity and telephony services all on a single line.**

**FTTP is free to commercial only sites of 20+ plots. For sites with 2-19 plots pricing is decided via the rate card below. Contact us for more info on single plot pricing.**

Number of plots	Your contribution per plot	Total cost to you
19	£255	£4,845
18	£290	£5,220
17	£328	£5,576
16	£369	£5,904
15	£415	£6,225
14	£467	£6,538
13	£524	£6,812
12	£588	£7,056
11	£662	£7,282
10	£747	£7,470
9	£1,000	£9,000
8	£1,200	£9,600
7	£1,400	£9,800
6	£1,600	£9,600
5	£1,800	£9,000
4	£2,000	£8,000
3	£2,000	£6,000
2	£2,000	£4,000

# Technical differences

	FTTP	Ethernet
Typical Applications	Residential and many businesses including small offices, sole traders	Large scale business, energy sector, distribution centres, blue-chip tech tenants, backhaul 4G/5G and large public WiFi
Contention Ratio	32/1	1/1
Connection Type	Asymmetrical	Symmetrical
Guaranteed Ultra Low Latency	No	Yes
Bandwidth	1Gbps capable <sup>1</sup>	Up to 10Gbps

<sup>1</sup>Common retail offering is 330Mbps. Ethernet benefits from greater future bandwidth scalability.



## Legacy support

Although the UK is steadily moving to a fibre-only future we understand that the transition will take time and that legacy systems will still be in place. Fibre will be the default option for most business sites but we can offer a copper connection if needed on a site by site basis.



## Let's get started

Once you're ready to place your order, or if you just want to discuss the options available, visit our website or give our team a call and we'll take it from there.

**0800 783 2023**

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