

Wholesale Broadband Managed Connect (WBMC) Trial Prices

Briefing Audience:

Application Service Providers	<input type="checkbox"/>
Broadband	<input checked="" type="checkbox"/>
Fixed Operators	<input type="checkbox"/>
Global Carriers	<input type="checkbox"/>
Internet Service Providers	<input type="checkbox"/>
Mobile Network Operators	<input type="checkbox"/>
Voice Resellers	<input type="checkbox"/>
Data Resellers	<input type="checkbox"/>
LLU Operators	<input type="checkbox"/>

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BT Wholesale is delighted to announce prices for the trial of its new Wholesale Broadband Managed Connect product (WBMC). This briefing supersedes the WBMC Indicative Trial pricing that was issued on 20 July 2007.

Launching in April 2008, WBMC will be trialled in January and February 2008 and will be available in two variants; Shared (aggregated) and Dedicated (point to point).

Shared Service

Although it will be available to all CPs, the WBMC Shared service is ideal for small /medium sized CPs. We collect traffic from all the WBC Aggregation Points and transport the traffic over a shared MPLS network to CPs' premises.

Dedicated Service

The Dedicated WBMC service is suitable for medium to large CPs, typically CPs with over 300k end users. However, individual CP strategies will determine their final solutions, which could be based on a mix and match approach (eg Shared and at certain nodes Dedicated). We will provide point to point dedicated links to transport the CP's traffic between WBC Aggregation Points, bringing the traffic together to be picked up by the CP where they have a network presence.

WBMC Trial Prices

The first 10 CPs who join the WBMC Trial will receive 90% reduction in their link charges (connection and rental) for their first two links. This will be for both the Shared and Dedicated services for the duration of the Trial. Remaining CPs who want to

What is WBMC?

WBMC will complement Wholesale Broadband Connect (WBC) in providing an end-to-end Broadband service for BT Wholesale's CP customers. WBC delivers a connectivity solution that will terminate at twenty 21CN aggregation nodes (subject to consultation closure) in the network. WBMC will offer a value added service to aggregate the traffic from these twenty aggregation nodes and deliver to the CP's site. WBMC is a simple solution for CPs who want to offer end user broadband services, and provides a platform to support Broadband applications and add-ons that the CP seeks to introduce as part of its offering.

participate in the Trial will pay the full prices.

The pricing for both WBMC Shared and Dedicated services is only valid for the Trial period. BT Wholesale reserves the right to amend the pricing prior to launch.

The process and criteria for the selection of trialists will be published with the trial documentation. CPs wishing to participate in the trial will be selected based on the trial eligibility criteria and will be subject to the trial terms and conditions to be announced in due course.

Shared Service Pricing

	Connection (Exc. VAT)	Rental (Exc. VAT)
WBMC fixed charge per End User	£0.00	£0.35 per EU per month
WBMC Best Efforts Contracted bandwidth charge	£0.00	£107.00 per Mbit/s per month
Real Time	£0.00	£177.00 per Mbit/s per month
Assured Rate Aggregation Point Bandwidth	£0.00	£127.00 per Mbit/s per month
Assured EU charge	£0.00	Band 1: £0.40 per month Band 2: £3.40 per month
Assured rate Session Bandwidth & Duration charge	£0.00	Set-up: 1.5p per session plus 0.006p per 100Kb minute

Notes: The pricing above excludes the costs of WBC End User Access which will be required. This can be found by going to the [WBC main page](#) and selecting "WBC Events and Briefings".

[Broadband Community](#) > Developments > Wholesale Broadband Connect > WBC Events and Briefings

Dedicated (Point to Point) Service between the twenty 21CN WBC nodes.

	Connection (Exc. VAT)	Annual Rental (Exc. VAT)	Annual Rental per km (Exc. VAT)	Notes
1G Point-to-point link	£10,000.00	£20,000.00	£80.00	Although the link prices shown here are per km, for launch we may introduce a geographic banded pricing structure. Trial prices are only applicable for links between the twenty 21CN nodes. Extended roll out and availability beyond the twenty 21CN nodes will be covered in the product launch documentation.
1G Point-to-point link (Resilient)	£10,000.00	£20,000.00	£80.00	
10G Point-to-point link	£20,000.00	£75,000.00	£240.00	
10G Point-to-point link (Resilient)	£20,000.00	£75,000.00	£240.00	

Notes: The pricing above excludes the costs of any upstream components (e.g. WBC) and any other additional downstream components which may be required.

Host Link

Host links may be required for both the Shared and Dedicated Services, depending upon the CP's requirements.

	Connection (per End) (Exc. VAT)	Annual Rental (per End) (Exc. VAT)	Annual Rental Per meter (Exc. VAT)
100M (if available during trial)	£2,750	£3,025	£0.54
100M resilient (if available during trial)	£2,750	£3,025	£0.54
1G	£5,200	£8,250	£0.54
1G resilient	£5,200	£8,250	£0.54

Benefits

The benefits of WBMC are:

- Supports new access technologies and features such as increased speeds up to 24Mb made available by WBC.
- Delivers highly flexible bandwidth with the ability to rapidly scale up in small increments and more flexible management of sessions significantly reducing cost of ownership compared with IPstream.
- Brings big-player economies and performance to smaller CPs, by sharing aggregation infrastructure between all interconnect Points of Presence.
- Provides a platform for BT Wholesale to provide additional functionality at the connection point such as Deep Packet Inspection (DPI) and content hosting, security (content blocking / virus filtering and harmful application screening) and voice gateways.

This announcement will allow customers to begin to build their own plans for using WBMC.

For more information or to schedule a bilateral, please contact your BT account manager.

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