The UNICORN Partnership: transforming public services in the South East

Getting together to cut costs and create opportunities.

Strapped for cash and hamstrung by slow-moving contracts? There's a different way to run public sector communications and IT. Join the UNICORN Partnership.

We've been running UNICORN (Unified Communication over Regional Networks) with Surrey County Council and various partners since 2012.

The UNICORN contract is a managed voice and data network for the public sector. It covers a vast range of services from hundreds of global brands including broadband, WAN, cloud, Wi-Fi, switchboards, and many more.

We've got more than 25 partners who can now buy IT products and services without the need to go to tender, cutting months off standard delivery timescales. And their combined buying power slashes the costs that they would have faced as individual organisations.

That's why Surrey County Council, East Sussex County Council, the 11 Districts and Boroughs within Surrey, Royal Berkshire Fire and Rescue services, Bracknell Forest Council, Central Surrey Health, and Surrey schools have already joined us in the UNICORN Partnership. Now you can, too.

Six ways that UNICORN can help your organisation

1. Save money through economies of scale
By being part of an economic partnership, you'll have more power to get a better deal. Take a leaf out of Surrey Libraries' book: as part of UNICORN, they've upgraded their Wide Area Network (WAN) so now they have ten times more bandwidth. And they've done that at the same time as cutting their operating costs by over 55 per cent.

2. No tender process, faster procurement
As a UNICORN partner you will have access to services that have already been subject to competition. And that gives your procurement timetable a massive boost, as Guildford Borough Council found when they installed a new Unified Communications system. What would have been a 12-month slog under OJEU, was a three-month sprint with UNICORN.

3. Simplicity. We're the experts so you don't have to be.
Being a UNICORN partner isn't just about IT products and services. Our service management expertise will take away the headache of procuring and running your IT infrastructure, freeing you up to deliver crucial public services.

4. Choose from the world's best suppliers.
Hooking-up with UNICORN gives you access to more than just BT's vast portfolio of services.

You'll also have access to over 350 internationally recognised ICT brands including Avaya, Cisco, Dimension Data, Fujitsu, Huawei, Ipanema, Mitel, Polycom, Vodafone, EE, O2, Microsoft, TalkTalk Business, Virgin Media Business, Verint, and Unify.

5. Free to join, with no obligation to buy.
Joining the UNICORN Partnership won't cost you a bean and gives you full access to our comprehensive catalogue of services. More than that, as a partner you'll have a say in how the partnership grows.

6. Together, we can develop new solutions for all partners.
Because we're a partnership, we can offer new solutions to all UNICORN partners. For example, we rolled out one partner's Corporate/Guest Wi-Fi solution across the partner network.

What can UNICORN do for you? Plenty.

Get in touch to talk about these services, which are all available under the UNICORN contract –

Available now	Coming soon	Detailed CPV codes
WAN SIP Trunks Broadband Voice services Cloud services Fibre optics Switchboard and PBX Managed IP services Contact Centre services Internet and intranet services Installation, repair, and maintenance Mobile devices Wireless and Wi-Fi Mobile solutions and smartphones Unified Communications	Data services Cameras, radios Satellite services Mobility Services CCTV and access systems Telemetry and telematics Remote working and access Photographic and film products TV, radio and broadcast services Email Audio Visual hardware and services	You can find details of all products and services included in the UNICORN Partnership (down to sub-level 3) at business.bt.com/solutions/resources/unicorn-framework For details about sub-level 4, please email us on unicorn.partnershipclient@surreycc.gov.uk and we'll get back to you within 24 hrs.

Think the UNICORN's a myth? Here it is in action

Surrey Libraries: Wide Area Network (WAN)
Thanks to the UNICORN Partnership and the swift delivery of a new WAN, internet connections in all libraries across Surrey now have a whopping ten times more bandwidth.

All UNICORN partners get flexible access to services, tools, and solutions that interwork and let people collaborate across the region. Libraries can access the UNICORN private cloud so they can share resources, applications, and collaborative tools.

Guildford Borough Council: IP telephony and unified communications
Guildford Borough Council used the UNICORN contract to buy a unified communications platform that's helping them work more collaboratively. What's more, they saved time and money on the procurement as well, so they're banking the savings benefits of the solution much earlier.

East Sussex County Council: Local Area Network (LAN)
East Sussex County Council has used UNICORN to refresh its LAN equipment across a number of sites. This was a big investment for the Council. UNICORN helped them deliver this quickly and easily, with minimal risk.

Bracknell Forest Council: Point-to-Point microwave
Bracknell Forest Council bought a point-to-point radio solution through UNICORN. The UNICORN contract simplified their procurement process considerably. And one of BT's many specialist partners was able to help them fix a tricky technical requirement.

'By using the UNICORN Partnership, we made sure that we got the best value-for-money out of a restricted procurement.

Because UNICORN ordered the kit, prioritised it, tracked progress, and delivered it we were able to rollout a significant programme of all-new equipment - and get it up and running – in record time'.

Mike Brett, Enterprise Infrastructure Design Manager, East Sussex County Council

What does BT bring to the partnership?

With our 1Gbps Ethernet Connect platform, we're at the heart of the UNICORN Partnership. As the systems integrator, we connect the UNICORN partners with services from over 350 international suppliers. Since the start of the partnership, we've helped transform public service delivery by supplying:

- Managed-WAN links to 500 sites
- Managed-LAN in 200 sites
- Hosted-IP telephony to 7,000 users
- Cisco Cloud Contact Centres, supporting over 300 agents
- Firewalls and security from BT Assure
- Filtering from Smoothwall
- Gateways into JANET and PSN
- Mobile from EE
- Point-to-point microwave connectivity from Skyline

Cut costs, create opportunities. Find out more about becoming a UNICORN partner*
Email us now at **unicorn.partnershipclient@surreycc.gov.uk**

BT