



Stronger defence through digital technology

Enhancing UK's strategic edge in pursuit
of maintaining military advantage now
and in the future.



Digital transformation is the future of defence

In recent years, spending on defence in the UK has come under immense pressure. At the same time, the threats we're facing as a country have become more complex.

And that's not the only thing that's changing. The expectations of forces personnel have shifted too.

They need to be able to collaborate with each other, wherever they are, so they can make critical decisions – fast. They need to access and analyse data, so they can share it and make critical decisions. And they need to access online services that help them in their day-to-day, using their mobile devices.

Technology can help personnel collaborate like never before, on the move or from HQ. And it can reduce costs. When it's your mission to find this technology, you need a partner you can trust. That's where we come in.

With our solutions, you can become a truly digital defence organisation. You'll have new ways to collaborate, even in the harshest environment. Whether it's mobile or fixed internet, wireless networking or secure data access, our solutions are available and dependable when they're needed most. And they work together, saving you time and money.

With new threats constantly being developed, technology can help make sure you're always informed and able to act quickly. Our solutions are future-ready and designed to support your people, whether site-based or on the move.

Getting you a step closer to a smarter digital future

Digital transformation is big. And it's creating even bigger opportunities for organisations across the UK. We've got the insights to anticipate your challenges and help you plan a smarter digital future. And we've got the network and know-how to make it all happen. We call this intelligent connectivity. As a managed services provider we'll be there for the entire journey. Helping you to get the most out of cloud technologies to deliver faster, more efficient services.



Embracing digital technology is critical for a modern defence force

To run successful operations and uphold national security, you need capabilities like no-one else.



Technology makes things happen. It's not the end goal. We'll put secure solutions in place to connect you. And they'll give you access to the data and knowledge that you need to act.

We know managing lots of data on a limited connection is a challenge. But we've got the expertise and experience to make technology work on mobile sites, in secure locations and on the front line.

In fact, we've been a trusted defence partner for over 100 years. And that gives us an unbeatable knowledge of the issues you're facing. We've recruited over 2,000 ex-Armed Forces personnel and have over 400 reservists working for us. We're the UK's leading communications provider and we know how to apply that success to the MOD's defence vision.

Your advantage starts with our connection

Situations change by the minute. That means making sure your people can keep in touch at all times.

We'll keep your digital recruits connected. We have the biggest and best fixed and mobile network, keeping you in contact wherever you are in the UK. That's 26 million UK connections for our fibre broadband, and the fastest 4G network that covers more than 96% of the population.

With Defence Business Internet (DBI), we've built a fullymanaged, business-grade wi-fi solution specifically for the MOD. And it's already used by over 100 UK Armed Forces bases, across the Navy, Army, JFC and RAF.

We're also trusted by the police and other critical services to keep them connected. And, with EE, we're proud to be delivering the new 4G Emergency Services Network across the UK too.

Stay at the frontline of innovation

We've got a product portfolio like no other. But we know technology doesn't stand still. With industry leaders like Cisco, Avaya, Apple and Microsoft by our side, we're developing and adapting the latest technology to meet the needs of the Armed Forces.



At Adastral Park, our 100-acre innovation campus, we've got 4,000 scientists, IT experts and engineers working with over 100 hightech ICT companies. Together, they're working to bring you the right solutions, at the right time.

We've also been recognised for the fifth consecutive year in Gartner's 2017 Critical Capabilities for Network Services report: "BT has proven that they have staying power in this market, can frequently innovate on their existing products and can be relied on for enterprise class needs. They have proved their technical competence and ability to deliver services to a wide range of customers. They address multiple user cases with standalone or integrated solutions."

With every move, we've got you covered

Security is in our DNA. We own and manage one of the most secure networks in the world. We have over 2,500 security professionals globally, 14 global security operation centres, and security operations in over 180 countries. We're among only a handful of providers that has very strong global capabilities in security professional services, with over 500 security specific consultants. We offer the broadest security services catalogue in Europe. And our embedded security will help you protect sensitive information at all times.



We're here to give you the operational advantage

Our focus is your success. And that means your needs are at the heart of everything we do. Information is the most important asset for military command and control. So we'll work with you to make sure your data stays safe – and out of enemy hands.

Success starts from the ground up

Every successful mission starts with having the right technology in place. With it, you can transform your processes and give everyone easy access to the right information. That all adds up to a more efficient organisation and savings at a time when budgets are under pressure.

With Defence Business Internet (DBI), you'll get a cost-effective infrastructure that works across every building on your site. That way, everyone can get access to cloud services and share information, without compromising on security. And when we say everyone, we mean it. Adding wireless mesh networking gives you great wi-fi coverage in even the most hard-to-reach places.

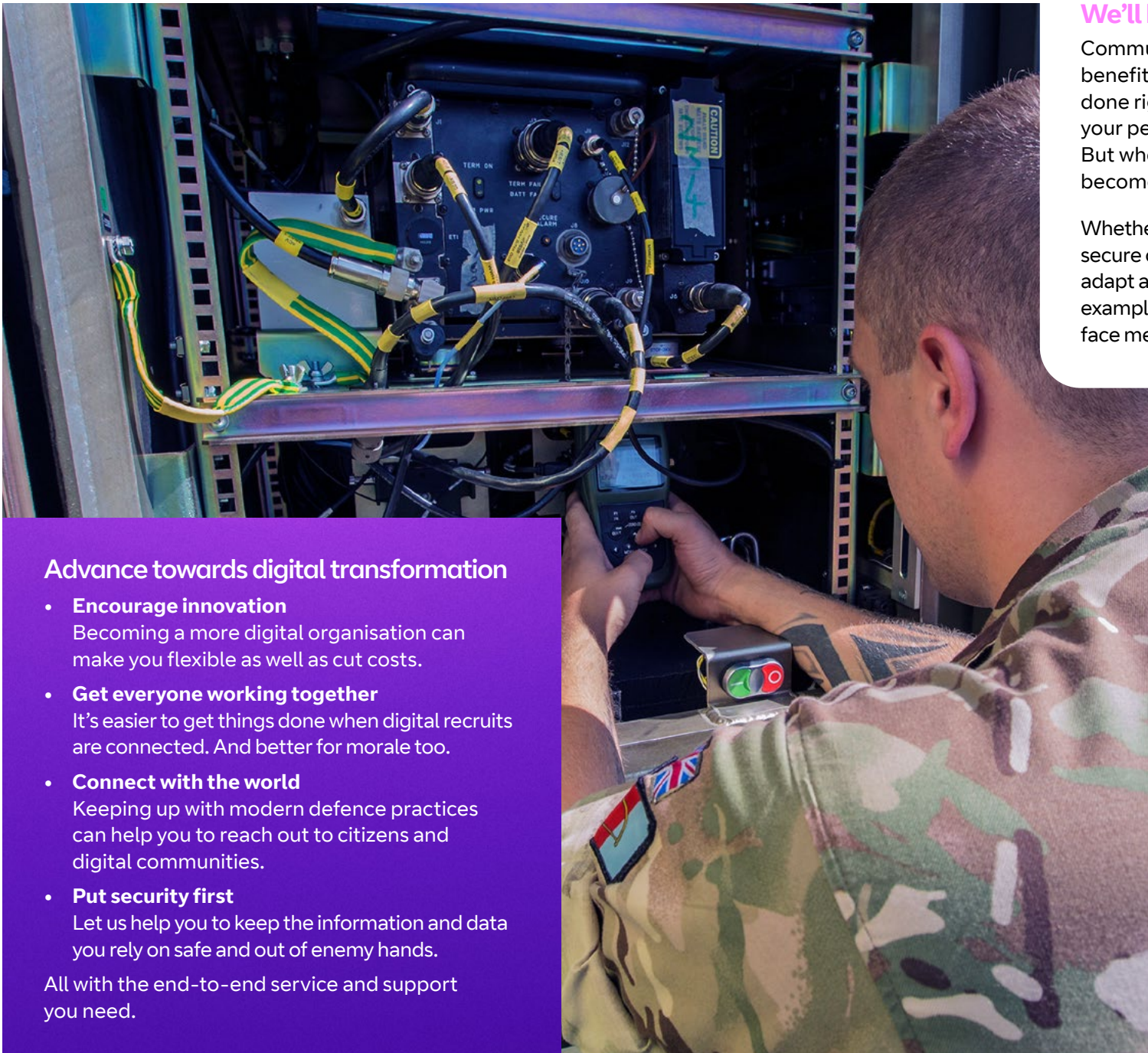
It's fully managed, and installed in compliance with MOD JSP guidelines.

With a secure login that can be used at any DBI-connected base, and free user access to defencegateway.mod.uk at over five million BT Wi-Fi hotspots, it frees up your people to get work done. Even when they're away from their desks.

Teamwork's your biggest strength. Making it easier is ours

Whether you're out in the field or based at HQ, it's important to have a clear and reliable chain of command. For that, you need the right information, in the right place, at the right time. As digital recruits, your people need to use mobile devices to access information securely, wherever they are. That's why we offer location and security systems for even the most dangerous and far-flung locations.

When your people have the right tools to do their jobs, they can get things done. And when they can be proud of what they've achieved, they're more likely to stick around.



Advance towards digital transformation

- **Encourage innovation**
Becoming a more digital organisation can make you flexible as well as cut costs.
- **Get everyone working together**
It's easier to get things done when digital recruits are connected. And better for morale too.
- **Connect with the world**
Keeping up with modern defence practices can help you to reach out to citizens and digital communities.
- **Put security first**
Let us help you to keep the information and data you rely on safe and out of enemy hands.

All with the end-to-end service and support you need.

We'll help you keep communities on side

Communicating with people you meet has big benefits. Both at home and in the field. When it's done right, it can improve relationships between your people and the communities they serve. But when every citizen is a digital, technology becomes key to building every relationship.

Whether it's via voice, data or video, our range secure communications solutions can help you adapt and thrive in this vital role. With video calls, for example, you can get all the benefits of a face-to-face meeting when it's impossible to meet in person.

Your operations secure everyone. Our operations secure you

Keeping data safe, no matter where it's stored, is what we do. We work proactively to detect threats before they become a problem. Whether that's through our firewall, cloud, DDoS or web solutions.

We harness innovations like Artificial Intelligence and Machine Learning too. That way we can protect the most sensitive information and the most critical infrastructure. And we're not stopping there. We're the organisation developing Quantum Key Distribution. With it we can catch anyone trying to eavesdrop on your communications. So far, we've achieved the world's first 100GE encrypted transmission.

“It’s very important for people to keep in contact with family and friends as well as conduct personal business. The internet is a lifeline, so Defence Business Internet is hugely popular. In fact, BT has had to increase available bandwidth to cope with growing demand.”

Member of Information Systems and Services, MOD



We're ready

We have the technology and the expertise to hit every challenge head on. Here are just two of the ways we're helping the MOD to achieve great things.

Making sure the MOD are digitally safe

Enhanced cyber-defence solutions

Keeping the UK safe in an era of heightened international threats requires ICT infrastructures to continuously adapt to emerging threat sources and attack vectors. Each may attempt to breach MOD security using a range of mechanisms and methods, potentially compromising UK defence capabilities.

BT designed and deployed a fully accredited cyberdefence platform, enhanced Computer Network Defence (eCND), to deliver round-the-clock support. eCND is helping the MOD identify potential vulnerabilities more effectively, reducing the window of exploitation open to threat sources. Get the full story here: www.business.bt.com/solutions/resources/mod

Keeping personnel in touch with friends and family

Defence Business Internet

Defence Business Internet The MOD is committed to the welfare of all Armed Forces personnel. A major recommendation from the Defence Estate Review Programme was that all new single-living accommodation should have internet access, to help maintain contact with friends and family. But delivering that promise cost effectively to existing quarters as well was a real challenge.

An innovative approach was called for and BT developed a bespoke wireless solution called Defence Business Internet. Specifically designed for the Armed Forces it's based on BT Wi-Fi, the fast-growing public wi-fi service.

“With this platform we can successfully complete work that previously took around two weeks in less than 30 seconds. It makes a real difference.”

Member of Information Systems and Services, MOD

How we can help make your budgets go further

- Our cloud-based solutions mean we can offer cost-effective, flexible ways to meet your voice, data storage, and hosting needs.
- Our mobile solutions and devices give your people access to information wherever they are – on-site or on the move – so important information isn't missed and time isn't wasted travelling.
- Our Defence Based Internet (DBI) provides connectivity to routine services via MODNET like travel bookings and expense submissions. This means less paperwork to complete – saving time and money.
- Our R&D team work closely with our customers on the early identification of promising approaches, and termination of the less promising ones. This means we can drive those most likely to provide significant defence benefits.
- Our presence on central government procurement frameworks means reduced procurement time and costs.



Why BT

With over 1,800 public sector customers across Scotland, England, Wales and Northern Ireland, we know the issues you're facing. We'll use that know-how and experience to help you make lives better. And the benefits of working with us don't stop there:

Award-winning networks that won't let you down

Our global network is recognised by Gartner and other independent industry specialists. We've created networks that run at 5.6Tbps, fast enough to download 100 videos in a second. And by 2020, we'll have increased EE's 4G coverage to 95% of the country.

A commitment that we'll never stand still

We're investing £10 billion in new technologies in the five years. They'll help us to develop the services and tools that will see you thrive in the future.

Solutions perfectly tailored to your organisation

Delivering regional public services is tricky work. That's why we've got a wide range of tools, technology and ideas to work with, so we can offer you the right solution, whatever your needs.



You'll be working with experts

We have the people, the partners and the know-how to offer you the best advice, service and support. Our work with smart city programmes across the UK means we're well versed in working with others, too.

We're a trusted partner in the public sector

The MoD, Police and other critical services trust us to keep them connected. And our presence on national and local government procurement frameworks means it's quick and easy to start work with us.

How to get in touch

To find out more, please contact
your BT Account Manager.

business.bt.com/public-sector/defence



Offices Worldwide

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