



Helping businesses work smarter across the South West

We believe in the South West of England
and we're investing in a big way

We're helping make lives better across the South West of England

We have teams across the region working with local organisations, and connecting them with their customers and citizens

We're on a mission. We want to make lives better for everyone across the South West by helping the public sector and private companies deliver real value.

And we're already doing it. Right now, we're:

- helping to drive digital transformation
- investing in key research
- sharing our digital skills
- working hard to make sure everyone gets access to broadband over 10Mbps.



We're helping make lives better across the South West of England

We have teams across the region working with local organisations, and connecting them with their customers and citizens

We understand the South West because we're part of it

We believe that you only really understand the challenges and opportunities of a region if you live and work there. From Gloucester to Cornwall and beyond, we've got over 7,800 BT and EE employees doing just that. For example, there are over 500 people based in our Plymouth contact centre, including 20 apprentices.

Responding to your needs

Together with EE, we employ one in every seven employees in the IT and communications sector in the South West. And we have a total supply chain spend in the region of over £251 million per year. It all means we're able to respond to the unique needs of South West businesses, organisations, and people in rural and urban areas.

Connecting the region

We're carrying out joint research into 4G, SDN, High Speed Networking, Cyber and Big Data with South West Universities. We trialled our 4G home broadband in the South West with huge success. And we've been the official partner for Glastonbury Festival for five years running.

£251m

BT and EE supply chain spend in the South West is over £251m per year

Delivering global capabilities locally

As the UK's communications leader, we're delivering digital excellence to the region

We've got over 1,800 public sector customers across England, Scotland, Wales and Northern Ireland. So we know the issues you're facing. And we'll use our experience to help you get what you need. Along with EE, we're providing the UK's emergency services and 999 HQ in Bristol with critical new 4G voice and data services. And we're working with private sector organisations in the South West on projects that are leading the way in digital transformation.

We've 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 use cases with stand-alone or integrated solutions."



The power of communication to make lives better in the South West

From filling the skills gap to a commitment to renewable energy, we're doing so much in the region

We're serious about our shared future. Our Barefoot Programme offers free resources and workshops to help teachers with the computing curriculum. We've already reached over half of primary schools in the South West. And we've delivered 300 workshops in local schools. We're also a founding member of the RE100 group of forward thinking companies, all committed to 100% renewable energy.

Creating local jobs

We've recently created 120 apprenticeship and graduate jobs in the region. We're also recruiting 455 new engineers and our Work Ready scheme helps 172 young people aged 16–24 to build confidence and gain skills and experience.

£7.7m

Through MyDonate BT has helped raise nearly £7.7m for South West based charities

- Through MyDonate, we've raised nearly £7.7m for South West based charities
- In partnership with the Lord's Taverners, we've funded a sensory room in a special needs school in the region at a cost of £75,000
- 2,147 websites have been set up by smaller charities and community groups across the region using our free Web Kit
- Some 3,023 volunteers participated in regional volunteering activities



We're focused on your organisation

We can put you on the front foot for a smarter digital future

It's not just our network that you need to transform your organisation. We've got a product portfolio like no other. And we can bring our know-how to the table. We'll get under the skin of your organisation and get to grips with how you work.

We'll help you collaborate and work well, wherever your people are. And we'll better connect you with the customers and communities you serve.

Our products and services will increase your flexibility, reduce your costs and change the way your employees work with mobile systems.

What we offer:

- **Flexible cloud networks** to help you communicate and collaborate across locations.
- **Cloud based solutions** to make on-site voice, data storage and hosting more flexible.
- **Mobile solutions** that give your people access to information wherever they are
- **Digital infrastructure solutions** that can change the way you work.
- **Presence on national and local government procurement frameworks** that cuts procurement time and costs.



Providing support services for Devon and Cornwall Police

For Devon and Cornwall Police, getting the right IT support at the right cost was key to keeping their community safe. They police one of the country's largest and most challenging beats. They protect an ageing population, spread over a vast rural area. And they deal with 10 million visitors each summer.

In a landmark contract, we took over the force's IT infrastructure. We also provided them with technical support, for less. This freed up funds to reinvest in serving the public.

We now develop the force's IT services and provide vital support to staff and officers, 24/7. And with the right technology in place, they can work together more effectively. It also means they're able to tackle bigger projects, like working more closely with Dorset Police.

“For me what BT brings is clearly innovation, ambition and a desire to make a difference.”

Shaun Sawyer,
Chief Constable, Devon and Cornwall Police



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.

Offices Worldwide

The telecommunications services described in this publication are subject to availability and may be modified from time to time. Services and equipment are provided subject to British Telecommunications plc's respective standard conditions of contract. Nothing in this publication forms any part of any contract. ©British Telecommunications plc 2018. Registered office: 81 Newgate Street, London EC1A 7AJ. Registered in England No: 1800000.

November 2018

