



# Connecting Northern England

We believe in the North  
and we're investing in a big way

# Building the Northern Powerhouse

The North is changing fast. Both citizens and your teams expect more. And for you that means making the right choices.

The Northern Powerhouse is gaining strength. The local economy is being boosted through investment in skills, innovation, transport and culture. Significant powers and budgets are being devolved so the North can make its own decisions.

But this creates new challenges as well as opportunities. More people need more resources. They want to go online and find the services they need – wherever and whenever. The people in your organisation are looking for more flexibility, too. They want new ways to work together. From any device, in any location.

There's never been a better time to take charge of your communications. You just need the right partner. That's where we come in. We've worked with lots of public sector organisations like yours. We can help you provide better services, save money and get ready for the future.



# Technology can change the way you work

Do more for a lot less by embracing cloud-based services and collaboration tools

Technology is not the star, it's more like the supporting act. It's brings people and ideas together. It's the tool that can make the way you work smoother and help you to try out new things. And it's the vehicle that can get you, and your services, closer to the people you serve.

We can help you work smarter, adopt new technology and unlock the potential within your organisation.

Here's how:

- Our cloud-based services and collaboration tools can help you to be more agile at work.
- Our mobile solutions give people access to information wherever they are. So they can spend more time with the people they are working for.
- Our digital solutions upgrade infrastructure and streamline your operations, saving your organisation time and money.
- Our managed services can help you drive digital transformation and provide 24/7 support.
- Our presence on national and local government frameworks boosts your buying power and speeds up procurement processes.

With the right technology in place, you're free to focus on what really matters – making life better for people in the North of England. That's why we're trusted by over 400 local authorities across the UK.

1 in every 6

Together with EE, we employ 1 in every 6 employees in the IT and communications sector in the North.

# We understand the North, because we're part of it

We know what the people who live here need.  
Because our people already work here every day

We believe that to really understand the challenges and opportunities of a place you have to live and work there. And from a to Trafford, we've got 17,750 BT and EE employees doing just that.

This includes senior executives as well as local teams. The North has a Regional Board and Chair and a director-level senior BT manager.

We work closely with local NHS health and social care organisations, councils, schools and universities to provide faster, smarter IT infrastructure and services.

We've also connected more than 95 per cent of premises in the North of England to high-speed fibre broadband – the highest coverage in the country.

Together, we're making the North better for everyone. Join us.

## **The power of communication to make lives better**

- Through MyDonate, we've raised nearly £13.4m for charities based in the North of England.
- We've held 519 Barefoot Computing workshops in northern primary schools, helping teachers improve digital skills.
- Our Work Ready scheme has helped over 400 young adults (aged 16-24) across the North to build confidence and gain skills and experience.
- 2,182 websites have been set up by smaller charities and community groups across the region using our free Web Kit.
- Committed to boosting local business, we also sponsor events like the North West's NWG Innovation Festival.

300

The number of public sector partners we are working with across the North.



# Designing digital solutions that work for you

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 bring our know-how to the table. As well as knowing how the tech works, our local specialists will get under the skin of your organisation and get to grips with how you work.

For Mid Yorkshire Hospitals NHS Trust, we're providing a tailored communications solution. It supports mobile working by allowing staff to share systems, tools and information and access them quickly and securely from anywhere. Saving time and effort, and improving patient care.

We can provide the expertise, experience and tech you need, every step of the way. Even after your infrastructure is upgraded, we'll still be on hand when you need us. Our service desks provide 24/7 support.

4,560

We have 4,560 patents in our portfolio – and we're adding more every month.

“BT has helped us to start to achieve a real transformation – culturally and operationally. That's set us up to face the future with confidence.”

**Dawn Greaves,**  
Head of IT and programme management,  
Mid Yorkshire Hospitals NHS Trust



# Connecting Manchester to make smarter decisions

How our Internet of Things hub became central  
to the CityVerve smart city

Can the Internet of Things (IoT) make Manchester a better place to live and work? As part of the CityVerve initiative, we joined forces with the city council, local universities, and other tech companies to find out.

At the heart of this large-scale project is the need to do more with data. And that job came down to us. We created a hub collecting 200 datasets in one place, from Met Office weather observations to automatic traffic counts.

This data gives the council a unique understanding of how services are being used. This allows them to make smarter decisions about how to invest resources. It's helping improve healthcare, and make Manchester's streets and transport safer.

CityVerve provides a blueprint for how to roll out smart city programmes, both across the North and worldwide.

“Because Manchester enjoys [...] greater flexibility when it comes to applying IoT technologies and using the data it generates to inform decision-making. What's more, the city's geography and demographic is large enough to make it a true testbed for other urban areas too.”

**John Davies,**  
Chief researcher, Future Business Technology, BT

Over 2,500

We have over 2,500 security experts who look after everything from cyber-consultancy to ethical hacking.



# 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

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