



BUSINESS

Wholesale services

Giving partners the infrastructure
they need to succeed

Dedicated to your growth

PROUD TO BE YOUR PARTNER

virginmediabusiness.co.uk/wholesale



Pride in our partnerships

Virgin Media O2 Business launched on 1 June 2021, bringing together the best in fixed line and mobile services, to reimagine connectivity and upgrade the UK.

As Virgin Media Business Wholesale, we're committed to using the power of connectivity to supercharge communities across the UK. We're taking action to close the digital divide and help build an inclusive, resilient, and low carbon economy with our partners.

Whether you are simply buying a few circuits, or relying on us for a huge network aggregation project, we are invested in that partnership's success. Because somewhere down the line, people benefit from our underlying network. And that means something to us.

We're proud of the impact we make together.

Our partners' goals are our goals. And we are dedicated to your success – it flows through every fibre of our staff. From account manager to managing director – we're all in this together.



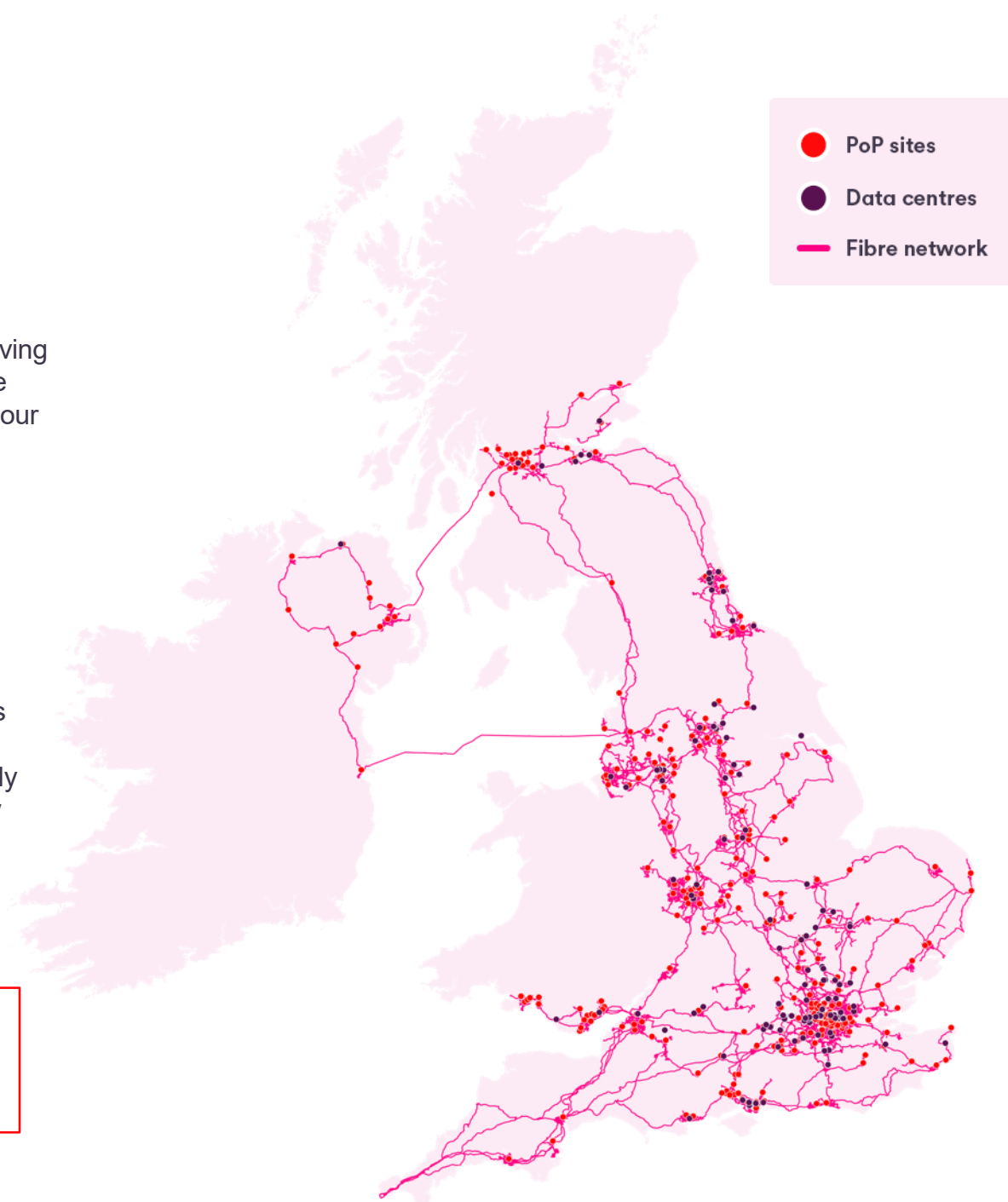
Our wholesale network

Our infrastructure helps build bridges between organisations in the UK – driving economic growth in today’s digital age by bringing emerging technologies to our cities and everyday lives.

Our fibre-optic network is our crown jewel and we’re continually investing to bring it to even more of the UK.

At any one time we’re building to approximately 150k premises with a crew of around 400. For over 20 years we’ve worked with organisations of all sizes across all sectors, both nationally and locally, helping them to meet new customer expectations and rise to challenging market conditions.

You can find more details by using this QR code to check-out our network map



190,000km +
of wholly-owned fibre cable, comprising nearly 9 million kilometres of individual strands



2nd largest network
in the UK, with the majority of businesses able to access it



1,500 people
keep our network running and serve our customers around the clock



329 resilient Ethernet PoPs nationwide



38,000 Virgin Media street cabinets



160+ connected data centres at key locations

UltimateFlex

Wholesale connectivity
built around you

UltimateFlex is all about responding to what you, our partners, have told us. A new way to buy connectivity services from Virgin Media Business Wholesale.

It's a set of contracting terms available on our wholesale Ethernet, Internet Access and High Capacity Services that offers a range of benefits you simply won't get from traditional contracts.

It's designed to empower you, giving you more flexibility and commercial confidence so you can adapt and thrive. Whatever the future brings.



To find out more and for full terms and conditions, visit:
virginmediabusiness.co.uk/UltimateFlex

One complete package



Contract flexibility

Upgrade, downgrade, move, or cancel your service without any charges



Benchmarked rates

Your ongoing rental will be regularly adjusted so it's always kept in line with our new business prices



Price confidence

We've removed installation fees and Excess Construction Charges



Our wholesale services

Product	Configuration	Coverage	Max bandwidth	Scalability	Service types	Performance	Security
Dedicated Internet Access	Dedicated fibre connectivity to the Internet	National availability, national reach, on and off-net	10Gbps	Fractional bandwidth increments up to bearer size MTU 1518	Internet only	Variable	Public un-trusted cloud
National Ethernet	Ethernet over MPLS-Point-to-point (or multiples thereof): hub and spoke	National availability, national reach, on and off-net	10Gbps	Fractional bandwidth increments up to bearer size. MTU 2036	Ethernet only	15ms one way latency SLA	ISO27001, CAS(T) Certified
Ethernet Extension	Dedicated fibre; point-to-point (or multiples thereof): hub and spoke	National availability, local access <35km, on-net only	10Gbps	Bandwidth same as bearer size MTU 9212	Ethernet only	Sub 1ms one way latency SLA Deterministic	ISO27001, CAS(T) Certified, Dedicated Fibre
National HCS	Optical network based; Deterministic; Non-switched point-to-point service	National availability, national reach, on and off-net	100Gbps	Multiple system sizes supporting multiple bandwidths MTU 10,248	Multiple	Sub 5ms one way latency SLA Deterministic	ISO27001, CAS(T) Certified
Dedicated HCS	Dedicated fibre based; Non-switched point-to-point service	National availability, local access <100km, on-net only	100Gbps	Multiple system sizes, add new services quickly and cheaply MTU 10,248	Multiple	Sub-3ms one way latency SLA Deterministic	ISO27001, CAS(T) Certified, Dedicated Fibre
Dark Fibre	Dedicated fibre; point-to-point	National availability, on-net only. Long spans of fibre can be very expensive.	Virtually limitless, determined by the equipment	Characteristics all depend upon the equipment and configuration used by the customer to terminate the fibre.			Dedicated fibre, Physical separation from other networks.



Not yet a partner?
Click here to register your
interest to join our partner
programme today.

To find out more about any of our wholesale services, visit:
virginmediabusiness.co.uk/wholesale

Terms of UltimateFlex: Virgin Media network areas only. Subject to survey and serviceability. Offer only available on new orders for Ethernet Extension, National Ethernet, High Capacity and Internet Access services with bandwidths of up to 10Gb, delivered entirely through Virgin Media's network and placed after 12.01am on 7 June 2021. Code "UltimateFlex" or relevant tick box must be used at checkout. Minimum term and cancellation: 12 month minimum term. If a customer cancels within the first 90 days they will pay a cancellation charge equal to 90 days of service, less any pre-paid amounts. After day 90 a customer can cancel with 30 days' notice. Up-front costs: Virgin Media Wholesale Limited reserve the right to cancel any qualifying order where excess construction costs have been identified and deemed uneconomical to incur. In this instance a customer shall not pay a cancellation charge. Adjustable rates: Virgin Media Wholesale Limited will conduct a rental review at least once in each 12 month period. This will compare the rate of a customer's qualifying order against the rate for a new qualifying order. If there is a difference, the customer's rate will be adjusted accordingly. This could result in an increase or decrease of the customer's rate. Any changes will apply prospectively. Rentals will align with acquisition pricing and change every time acquisition prices are adjusted. For full terms and conditions, visit: virginmediabusiness.co.uk/UlimateFlex.

Stats included in advertising: "42% of It managers consider multi-year contracts risky in the current climate, 57% are not completely satisfied with their level of business agility and 77% of senior IT managers felt their existing networking infrastructure hindered the speed and agility at which they were able to respond to the pandemic." have been taken from a VMO2 Business Wholesale survey of 250 senior IT managers. Full details available on demand.





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