

# BT Ireland at a Glance



## Who We Are:

We are one of the world's leading providers of communications services and solutions, serving customers in 180 countries worldwide.



## Our Mission:

To use the power of communications to make a better world.



## Our People:

BT Ireland is led by Shay Walsh, Managing Director. Operating in Ireland since the mid-1990s, BT employs more than 600 employees across five cities in Ireland.



## What We Offer:

We provide managed, networked communications and IT services. Our portfolio is a powerful combination of cloud services, domestic and global networking, IT integration, carrier voice and data services, contact centre solutions and professional security expertise.



## Who We Serve:

BT operates globally and delivers locally, serving multinational corporations, indigenous exporters and public sector organisations in every sector of the Irish economy. We also serve other major communications providers through our wholesale offering.



## Our Purpose:

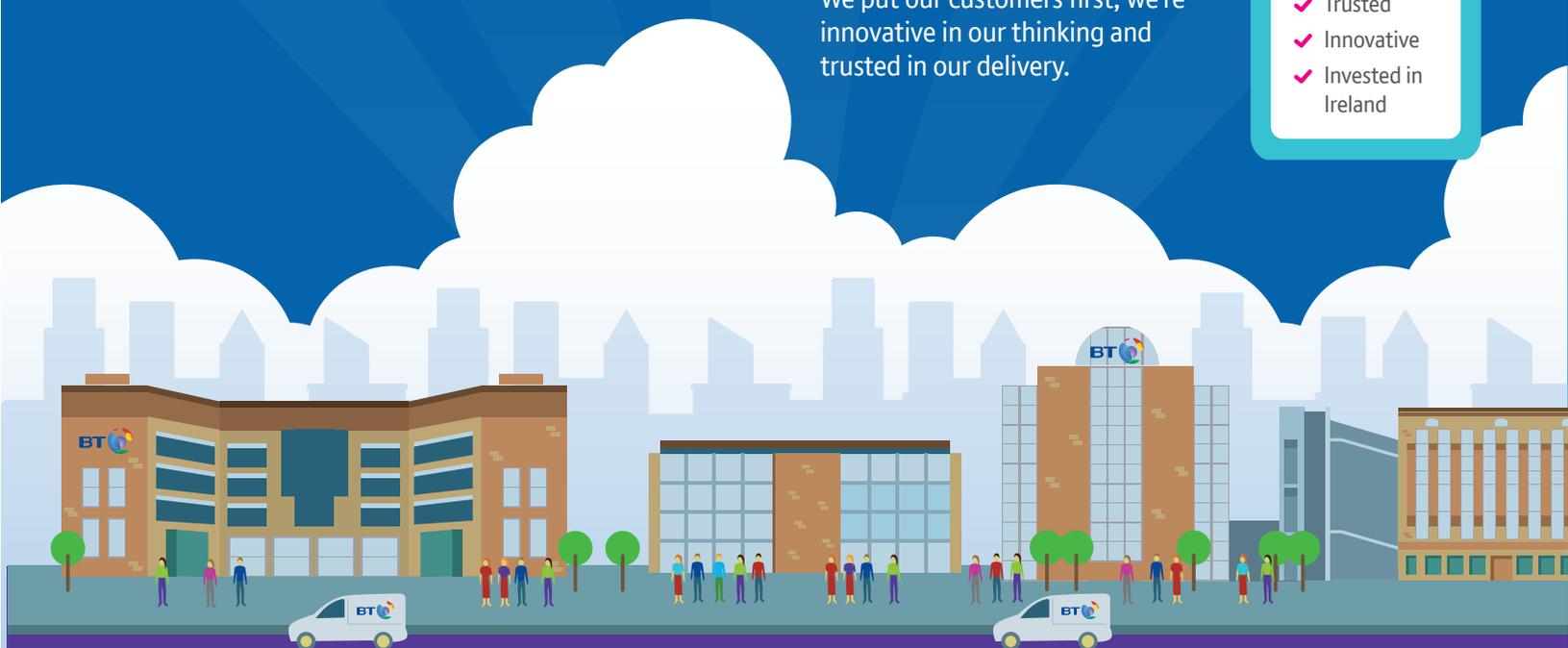
To enable our customers (and in turn, their customers) to communicate, collaborate and connect easily and securely to the applications and data they need, no matter when they need them, and where they're located.



## What Makes Us Different?:

BT Ireland's unique scope, expertise, and global reach, combined with our trusted local presence, help customers to solve the most complex business communications requirements on a global scale. We put our customers first, we're innovative in our thinking and trusted in our delivery.

- ✓ Global / Local
- ✓ End-to-End
- ✓ Trusted
- ✓ Innovative
- ✓ Invested in Ireland



# Key Messages

## ✔ We're a global leader, but we're local too

With a global network in 198 countries and territories, BT Ireland is uniquely positioned to serve companies with international communications needs and to scale up as they expand – from global multi-nationals headquartered in Ireland to local exporters targeting new markets. Our wholesale services enable local providers to expand their reach globally and international carriers to serve clients in Ireland.

## ✔ We put our customers first with end-to-end, integrated solutions

We know that one size doesn't fit all. BT Ireland combines the network, the expertise, and the partnerships to provide integrated and tailored solutions that support our customers through complex digital transformation. By approaching problems this way and working hand in hand with strategic partners like Cisco, Avaya, Microsoft, and HP, our broad portfolio of solutions are tailored, streamlined, more secure and efficient.

## ✔ We're innovative in our thinking

BT doesn't just provide a network. As one of the world's biggest telecoms R&D investors, we're leading the industry in communications innovation, by enabling technology to transform the way businesses operate – realising the possibilities of the cloud, building intelligent networks, pre-empting and solving emerging cyber threats, developing agile contact centres, and pushing the boundaries for network speed.

## ✔ We're invested in Ireland's growth and success

BT is invested in Ireland's economic growth and success, both as an employer and as a provider of the network, infrastructure, services and skills that are integral to foreign direct investment. That's why we have run the annual BT Young Scientist & Technology Exhibition for the last 17 years, designed to raise engagement in STEM subjects and nurture local talent and skills for the workforce of tomorrow.

## ✔ We're trusted in our delivery

BT is trusted by customers to securely deliver critical and complex projects and services for their organisations, and to provide industry-recognised solutions which accelerate their businesses. Our market leading products and services are recognized by industry analysts like Gartner and IDC.



Bringing it all together

