



Portfolio Information from  
BT Indirect Channels

# Teamwork

## BT Business Plan

How  
**BT Business Plan** brings a little  
more **certainty**  
to business.

**£750**  
Site-based option and above

### Relax.

Whether it is local or national,  
no UK<sup>1</sup> call need cost more than 10p.



With BT Business Plan we've set a 10p ceiling on the cost of every UK<sup>1</sup> call you make, so while calls can cost a lot less than 10p, they needn't cost any more.

In fact, each call can last up to an hour and has a set up fee of 2p. (And, for calls under 10p there's one low pence per minute rate across the UK, so it's as easy to do business round the country as it is round the corner). So from now on, you can stay on the phone for as long as your customer or business requires you to, without having to worry about the cost of your telephone bill.

### International calling made predictable.



We've now introduced a ceiling on international calls as well. Calls to the USA are an unbelievably low 10p for all calls lasting up to 60 minutes. Plus, calls to 22 other countries will only cost 20p for up to 60 minutes. To take advantage of these capped rates on international calls all you need to do is commit to spending at least £750 per year. See overleaf for additional price per minute rates.

BT Business Plan Option	Local and National Pence Per Minute Rate		Ceiling (inclusive of set up fee)	Set Up Fee
	One-year Term	Two-Year Term		
£750 site based option	2.7p	n/a	10p	2p
£5k customer option	2.6p	2.5p	10p	2p
£30k customer option	2.5p	2.4p	10p	2p
£100k customer option	2.4p	2.3p	10p	2p

# Rewarding

## Network Call Performance

BT Network Call Performance (NCP) allows customers to analyse the performance of their network. With BT Business Plan customers can now opt-in to receive free network call performance reports for customer based options. Site based options are free for two quarters.

## BT Bill Direct

BT Bill Direct gives the opportunity for your customers' outlying homeworkers to have their call charges directed to the company telephone bill.

Customers can opt-in to register free for BT Bill Direct on customer-based contracts

## TotalCare

TotalCare is now free of charge in the initial contract period in the unlikely event a fault is reported.

## No monthly charge

Provided your business exceeds the agreed committed spend on its annual call bill, BT Business Plan costs you nothing at all. BT has a variety of billing options making paying and understanding your business costs even easier. For more information contact our specialist team. Furthermore, BT Business Plan is free to join.

## Reliability

There's the certainty you get from being connected to one of the world's largest telephone networks. Our financial strengths allows us to bring you the reliability you need – today and tomorrow.

## Lines

- Free digital access connection/conversion for ISDN2/2e, Business Highway for site based options
- Free digital access connection/conversion for ISDN2/2e, Business Highway and ISDN30 for customer-based options
- Free connection/conversion to BT Featureline

## Mobile rates\* for all packages

Fixed to Mobile	Daytime	Evening	Weekend
FM1 (O2)*	15.280	10.632	1,899
FM2 (Dolphin)*	20.434	14.487	6.508
FM4 (Orange)*	16.542	12.830	5.069
FM3 (T-Mobile)*	18.324	13.706	3.338
FM5 (Vodafone)*	16.106	8.255	3.210

Prices are in pence per minute. All prices exclude VAT. All prices are correct at the time of going to print – August 2003.

\*Different rates may apply where numbers have been ported from other mobile networks. See Section 2, Part 10 of the BT Price List available at [www.bt.com](http://www.bt.com) for further details. See back page for terms and conditions.



## International Call Prices for all packages

The BT Business Plan international call prices are shown in the following tables and apply to all eligible lines for the agreed inventory.

Route	Prices (ex vat) Pence per Minute	Route	Prices (ex vat) Pence per Minute	Route	Prices (ex vat) Pence per Minute	Route	Prices (ex vat) Pence per Minute
Afghanistan	90	Dominican Republic	50	Lithuania	50	Samoa (US)	100
Albania	40	Ecuador	90	Luxembourg	5	Samoa (West)	120
Algeria	40	Egypt	30	Macao	70	San Marino	30
Andorra	25	El Salvador	80	Macedonia	40	São Tomé & Príncipe	90
Angola	90	Equatorial Guinea	80	Madagascar	80	Saudi Arabia	30
Anguilla	50	Eritrea	80	Madeira	20	Senegal	80
Antarctica Australian	120	Estonia	50	Malawi	80	Seychelles	80
Antigua	50	Ethiopia	80	Malaysia	7	Sierra Leone	80
Argentina	70	Falkland Islands	80	Maldives Islands	80	Singapore	25
Armenia	60	Faroes	40	Mali	80	Slovak Republic	25
Aruba	60	Fiji	80	Malta	20	Slovenia	15
Ascension Island	90	Finland	5	Marshall Islands	90	Solomon Islands	100
Australia	7	France	5	Martinique	60	Somalia	120
Austria	5	French Guiana	80	Mauritania	90	South Africa	15
Azerbaijan	50	French Polynesia	120	Mauritius	80	Spain	5
Azores	20	Gabon	80	Mayotte	80	Sri Lanka	90
Bahamas	50	Gambia	80	Mexico	70	St Helena	80
Bahrain	30	Georgia	60	Micronesia	90	St Kitts & Nevis	50
Bangladesh	20	Germany	5	Moldova	60	St Lucia	50
Barbados	50	Ghana	70	Monaco	25	St Pierre & Miquelon	50
Belarus	50	Gibraltar	25	Mongolia	90	St Vincent	50
Belgium	5	Greece	5	Montserrat	50	Sudan	80
Belize	70	Greenland	80	Morocco	40	Surinam	80
Benin	70	Grenada	50	Mozambique	80	Swaziland	80
Bermuda	50	Guadeloupe	60	Myanmar	90	Sweden	5
Bhutan	70	Guam	80	Nakhodka	70	Switzerland	5
Bolivia	90	Guatemala	80	Namibia	80	Syria	70
Bosnia	15	Guinea	80	Nauru	100	Taiwan	15
Botswana	70	Guinea Bissau	80	Nepal	70	Tajikistan	70
Brazil	70	Guyana	80	Netherlands	5	Tanzania	80
Brunei	70	Haiti	70	Netherlands Antilles	60	Tatastan	70
Bulgaria	15	Honduras	80	New Caledonia	120	Thailand	60
Burkina Faso	90	Hong Kong	7	New Zealand	25	Togolese Republic	80
Burundi	90	Hungary	15	Nicaragua	80	Tonga	120
Cameroon	70	Iceland	40	Niger	80	Trinidad & Tobago	50
Canada	5	India	20	Nigeria	70	Tunisia	40
Canary Islands	15	Indonesia	60	Niue	90	Turkey	15
Cape Verde	90	Iran	80	Norfolk Island	90	Turkmenistan	60
Cayman Islands	50	Iraq	80	Northern Marianas	80	Turks & Caicos	50
Central African Republic	80	Ireland	5	Norway	7	Tuvalu	90
Chad	80	Israel	10	Oman	60	United Arab Emirates	30
Chile	70	Italy (Excluding Vatican City)	5	Pakistan	20	Uganda	80
China	60	Jamaica	50	Palau	100	Ukraine	40
Christmas Islands	25	Japan	7	Panama	80	Uruguay	80
Cocos Islands	25	Jordan	70	Papua New Guinea	80	USA	3
Colombia	90	Kazakhstan	50	Paraguay	80	Uzbekistan	50
Comoros	80	Kenya	80	Peru	80	Vanuatu 1	20
Congo	90	Kiribati	100	Philippines	60	Vatican City	15
Cook Islands	80	Korea North	120	Poland	15	Venezuela	80
Costa Rica	80	Korea Republic	15	Portugal	5	Vietnam	80
Cote D'Ivoire	80	Kuwait	30	Puerto Rico	50	Virgin Islands (UK)	25
Croatia	15	Kyrgyzstan	50	Qatar	60	Virgin Islands (US)	25
Cuba	90	Laos	120	Reunion	80	Yemen	80
Cyprus (Not including Northern Cyprus)	15	Latvia	50	Rodrigues Island	80	Yugoslavia	15
Czech Republic	15	Lebanon	30	Romania	15	Zaire	70
Denmark	5	Lesotho	80	Ross Island	70	Zambia	80
Diego Garcia	140	Liberia	80	Russian Federation	15	Zimbabwe	80
Djibouti	80	Libya	40	Rwanda	80		
Dominica	50	Liechtenstein	15	Sakhalin	70		

Prices are in pence per minute. All prices exclude VAT. All prices are correct at the time of going to print – August 2003.

### Offices Worldwide

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### Terms and Conditions

Call rates are in pence per minute. Minimum call charges and set up fee apply. All prices exclude VAT. A full set of Terms and Conditions is available on request. For confirmation of 'Eligible and Contributory' and 'Non-Eligible and Contributory' calls please speak to our customer service team.

- This applies to fixed to fixed line geographic calls. Maximum average of four hours per day, per calendar month applies to each local or national number called. Pence per minute rates apply after 60 minutes on each call. Other rates apply to mobiles, non-geographic numbers, e.g. 0845, 0870 and premium rate numbers. Other exclusions apply.
- Additional call types apply to the £750, £5,000, £30,000 or £100,000 spend and reward credit. See inside tables for confirmation of 'Eligible & Contributory' and 'Non-Eligible & Contributory' calls. Reconciliation fees apply if the £750, £5,000, £30,000 or £100,000 threshold is not met.