



COMBINATIONS



# WHY COMBINE?

WHAT  
WOULD  
YOU LIKE  
TO SAVE?  
MONEY?  
TIME?  
HASSLE?

OUR FIVE PRODUCT  
COMBINATIONS  
HELP WITH  
ALL THREE

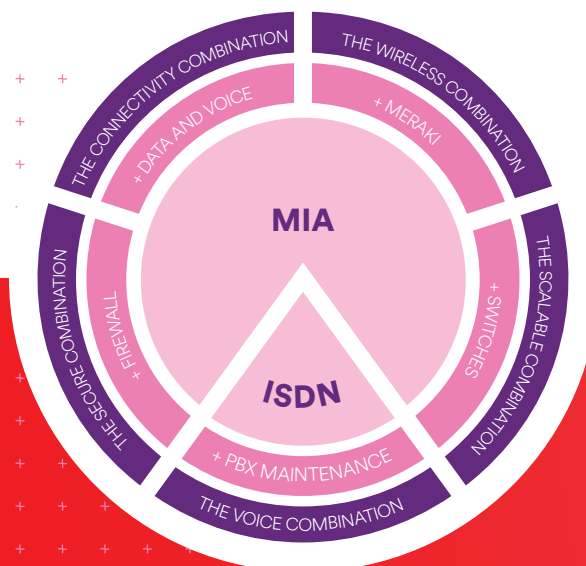
# HOW COMBINATIONS WORK

THINK OF YOUR NEED.  
CHOOSE A COMBINATION.

EACH COMBINATION COMBINES CORE VOICE OR DATA CONNECTIVITY WITH ANOTHER SOLUTION FROM OUR PORTFOLIO. TOGETHER, THEY CREATE A COMBINATION THAT'S BIGGER THAN THE SUM OF ITS PARTS – HELPING YOU TACKLE A SPECIFIC BUSINESS NEED. LIKE GOING WIRELESS, BRINGING IN ROBUST NETWORK SECURITY OR REALLY GETTING YOUR VOICE COMMUNICATIONS UNDER CONTROL.

AND, OF COURSE, YOU GET TO SAVE UP-TO-15% ON RENTALS.

GREAT REASONS, WE SUGGEST, TO START COMBINING.



## CONNECTIVITY AT THE CORE

Our Combinations spring from a simple idea: network connectivity is the key to solving your challenges.

So at the core of four of our Combinations is our popular Managed Internet Access product (MIA). The fifth Combination is based on ISDN.

Combinations are flexible. You can combine them pretty much any which way. You can mix in other products, modules and add-ons. So Combinations can work great for you as they come, or act as a solid starting point.

**Managed Internet Access (MIA)** is the core of four of our five Combinations. It's the ideal basis for your network, systems and comms infrastructures. It's a direct IP connection to the Internet, continuously monitored and managed, designed for high consistency and uptime, exclusively for your organisation's use - with identical upload and download speeds of up to 1Gbit/s. Plus business class SLAs. Choose bandwidth from 30Mbit/s – 100Mbit/s in 10Mbit/s increments, or start at 100Mbit/s and go all the way up to 1Gbit/s in 100Mbit/s steps.

There's a full suite of resiliency options and it's all configured for you as part of your Combination. [virginmediabusiness.co.uk/combinations](http://virginmediabusiness.co.uk/combinations)

### ISDN is the core of our Voice Combination.

You can also have it as an optional add-on to the Connectivity Combination. ISDN has been around for a long time, and if you've been using it, you'll know exactly why. It's a robust connectivity choice that handles voice and data simultaneously, opens up LAN-to-LAN and LAN-to-host connectivity, and has advanced call-handling features. And the SLAs are business class. See our range of flat-rate tariffs if you're looking to cut and then control costs.

[virginmediabusiness.co.uk/combinations](http://virginmediabusiness.co.uk/combinations)

UP TO  
15% OFF  
MONTHLY/ANNUAL  
RENTALS



# WHICH COMBINATION WORKS HARDEST FOR YOU?



## THE WIRELESS COMBINATION

Unfetter the organisation. Combine business-grade internet with Meraki's smart, self-healing WLAN devices and move to wire-free, work-anywhere offices. From £12.24 per day, depending on your bandwidth.

[Find out more on page 5.](#)



## THE VOICE COMBINATION

Tame those landlines once and for all, save a load of hassle and a tidy sum with one of our no-surprises flat-rate tariffs. Full PBX maintenance included. From £7.37 per day.

[Find out more on page 6.](#)



## THE CONNECTIVITY COMBINATION

Pretty much everything you might need in the connectivity department: internet access, point-to-point Ethernet and ISDN30 landlines, mixed as you like it, from £33.17 per day.

[Find out more on page 7.](#)



## THE SECURE COMBINATION

Keep everyone except the hackers and malware merchants happy, with fast, robust, symmetrical internet access combined with our equally robust Managed Firewall product. From just £12.25 per day.

[Find out more on page 8.](#)



## THE SCALABLE COMBINATION

For a network that flexes easily with organisational needs, MIA's bandwidth headroom combined with Meraki's smart switches could be the way to go — from just £12.24 a day.

[Find out more on page 9.](#)



## UNFETTER THE ORGANISATION

# THE WIRELESS COMBINATION

### HASSLE-FREE WIFI AND MANAGED INTERNET ACCESS

SOME SIMPLIFIED SOLUTIONS CAN TURN OUT TO BE OVER-SIMPLIFIED. NOT SO WITH MERAKI. THIS IS WIFI THAT'S SMARTENED-UP, NOT DUMBED-DOWN.

Meraki takes state of the art, enterprise-class WiFi technologies and adds a level of hands-off simplicity that borders on wizardry. It works so well that even large enterprises with plentiful IT resources have been switching to Meraki.

Meraki networks can provision, configure, optimise, tune and repair themselves. In addition, Meraki lets you manage very large, very complex networks — WAN, LAN, wireless LAN, and mobile devices — via the Cloud using nothing more than the nearest web browser. It has enterprise-class wireless, security and switching capabilities and opens up sophisticated network capabilities like Guest access and BYOD for even the smallest of businesses.

And our Wireless Combination ties in all that Meraki goodness with the genuinely robust internet connectivity of Managed Internet Access. We think you'll find they make a brilliant duo.



## THE WIRELESS COMBINATION

### BUSINESS NEED:

Hassle-free wireless



### WHO NEEDS IT:

Every business, whatever its size

### WITH MERAKI, YOU GET:

#### NEXT GENERATION WIFI

that manages provisioning, updates, configuring and more, no humans required



#### CLOUD-BASED ADMINISTRATION

across multiple sites, right down to individual devices, via smartphone, tablet, laptop or PC



#### ENTERPRISE-CLASS FEATURES

like Guest access, Bring Your Own Device, razor-sharp security



#### SELF-HEALING NETWORKS

designed to optimise, tune and repair themselves



**FROM: £12.24 A DAY**

Based on a 10Mbit/s MIA connection with a Meraki MX60W

## TAME YOUR LANDLINES — AND YOUR VOICE COSTS

# THE VOICE COMBINATION

### FLAT-RATE ISDN AND PBX MAINTENANCE

ISDN HAS BEEN AROUND FOR A WHILE, AND WITH VERY GOOD REASON.

This is old that's gold: fully digital, fully symmetrical connectivity that lets you move voice and data (including your internet applications and video conferencing) simultaneously and in famously resilient fashion.

ISDN gives you top-quality, business-grade communications and solid LAN connectivity — and at a great price point too, because a combination of eight channels of ISDN30 telephony and our PBX maintenance service comes in at just £7.37 a day. Loads of other tariffs and bandwidth options are available, all backed by simple, waffle-free SLAs and a complete freedom from budget surprises.

Our PBX maintenance service doesn't worry too much about the age or manufacturer of the equipment (within reason! — but we do bend over backwards to accommodate). Engineers based the length and breadth of the UK will be on standby to support your ISDN communications, and to help you with fixes, additions, moves and changes.

So along with the absence of budget headaches, keeping your ISDN running smoothly won't furrow your brow either. Great combination.



## THE VOICE COMBINATION

### BUSINESS NEED:

Hassle-free landlines and surprise-free costs



### WHO NEEDS IT:

Businesses looking to rationalise costs, eliminate operational hassle

### WITH ISDN AND PBX MAINTENANCE, YOU GET:

#### PROVEN DIGITAL PERFORMANCE

fully symmetrical, for voice, data, internet applications, video conferencing and remote LAN connectivity



#### PREDICTABLE AND LOW COSTS

with a range of low-priced, flat-rate tariffs



#### PBX MAINTENANCE SERVICE

regardless of equipment's age or manufacturer



**FROM: £7.37 A DAY**

Based on 8 ISDN30 channels on our flat rate voice tariff and full Alcatel4200 PBX maintenance

## BRING YOUR TELECOMS PORTFOLIO UNDER CONTROL

# THE CONNECTIVITY COMBINATION

### ISDN, POINT-TO-POINT DATA AND MANAGED INTERNET ACCESS

FOR ORGANISATIONS THAT DEPEND ON CONNECTIVITY, OUR  
CONNECTIVITY COMBINATION MAY JUST BE TOO GOOD TO MISS.

It's an opportunity to combine landlines, internet and point-to-point data, any way you want to, in a tidy package that saves you money on rentals and makes budgeting utterly predictable. For example, with our Managed Internet Access product providing fast, solid internet access, you could add a separate 100Mbit/s site-to-site Ethernet hook-up and get eight channels of ISDN30 — from just £33.17 a day.

Our site-to-site options include Ethernet point-to-point, Unified Communications, Leased Lines, IPVPN, Ethernet VPN and more, with bandwidth choices up to 10Gbit/s.



## THE CONNECTIVITY COMBINATION

### BUSINESS NEED:

Reliable connectivity across  
voice, data and internet



### WHO NEEDS IT:

Businesses looking to rationalise costs  
and suppliers, eliminate operational hassle

### WITH THE CONNECTIVITY COMBINATION, YOU GET:

**ALL YOUR CONNECTIVITY, SORTED**  
across voice, data, internet and  
point-to-point applications



**PREDICTABLE AND LOW COSTS**  
with a range of low-priced, flat-rate tariffs



**FROM: £33.17 A DAY**

Based on 8 ISDN30 channels on our flat rate voice  
tariff, 10Mbit/s Ethernet and 10Mbit/s MIA connection

**DON'T WORRY, BE HAPPY —  
AND SECURE**

# THE SECURE COMBINATION

## MANAGED INTERNET ACCESS PLUS MANAGED OR UNMANAGED FIREWALL

### NETWORK SECURITY IS HIGH ON THE AGENDA FOR ORGANISATIONS LARGE AND SMALL.

In 2012 a third of targeted cyber-attacks were aimed at organisations with fewer than 250 employees<sup>1</sup> and studies reckon that roughly 60 percent of small businesses that suffer a breach fail within six months<sup>2</sup>.

But, no worries. Our Secure Combination tackles network peace of mind in two key ways.

First, our Managed Internet Access product is fast, robust and highly available, bringing you that warm feeling that your core internet connectivity is going to be there when you need it. (Which is pretty much all the time.)

And second, the Firewall component of this Combination locks it all down with next generation security appliances. These are smart, award-winning devices capable of protecting

against threats, known or unknown, without hampering your people.

If you'd like to know more or get advice with choosing the best firewall solution for your organisation, just give us a call.



<sup>1</sup> 2013 Internal Threat Report from data security provider Symantec.

<sup>2</sup> August 2013 story in PCWorld.

## THE SECURE COMBINATION

### BUSINESS NEED:

Fast, solid and protected connectivity to the Internet



### WHO NEEDS IT:

Businesses that want to roll out internet-based solutions in a secure, controlled way

### WITH THE SECURE COMBINATION, YOU GET:

#### ROBUST INTERNET CONNECTIVITY

fully managed, with a range of bandwidths and resiliency options



#### ADVANCED NETWORK SECURITY

configured to your needs and designed to protect against known and unknown threats



**FROM: £12.25 A DAY**

Based on a 10Mbit/s MIA connection with  
Meraki MX60 Firewall



## GROW IT, SHRINK IT, SCALE IT

# THE SCALABLE COMBINATION

### MANAGED INTERNET ACCESS PLUS MERAKI SWITCHES

HOW DO YOU GO ABOUT CREATING NETWORKS THAT FLEX WITH BUSINESS DEMANDS — WITHOUT COMPROMISING PERFORMANCE OR SECURITY?

A big part of the answer, we think, lies in getting your core connectivity right, and then putting in network hardware that recognises and supports the need for networks to behave as fluid, dynamic appliance meshes rather than permanently fixed infrastructure.

Core connectivity in our Scalable Combination comes from our highly popular and proven Managed Internet Access product (see page 7). And the clever network hardware comes from Meraki switches, which use highly scalable routing technologies, optimised traffic algorithms and seamless failure-handling. It's all cloud-controlled via friendly browser-based graphical UIs — and the payoff is great network performance, enterprise-class security and the ability to scale network configuration to match business needs without drama.

As an option, consider adding a point-to-point data solution from our product portfolio, and get that scalable network you want from just £12.24 a day.



## THE SCALABLE COMBINATION

### BUSINESS NEED:

Deploy large and sophisticated networks that flex and reconfigure easily



### WHO NEEDS IT:

Rapidly evolving organisations facing constant growth, change and reorganisation

### WITH THE SCALABLE COMBINATION, YOU GET:

#### ROBUST INTERNET CONNECTIVITY

fully managed, with a range of bandwidths and resiliency options



#### ADVANCED MERAKI SWITCHES

with cloud-managed, highly scalable routing and traffic management



**FROM: £12.24 A DAY**

Based on a 10Mbit/s MIA connection with Meraki MST20 switches

# WHY VIRGIN MEDIA BUSINESS?

## COLD, HARD BUSINESS LOGIC — AND THAT NICE WARM FEELING

**MONEY ISN'T EVERYTHING. BUT IF IT WERE, WE'D HAZARD A GUESS THAT THE COMBINATION DEALS IN THIS BROCHURE WOULD PROBABLY HAVE US ON YOUR SHORTLIST. GETTING THE NUMBERS RIGHT IS, AFTER ALL, EVERYONE'S PRIORITY.**

**In addition, though, we think you'll find three other factors relevant to your choice of telecoms partner:**

1. We don't seek safety in customer numbers. We seek safety in customer service.

We've faced up squarely to the telecoms industry's largely justified reputation for poor customer service. We know that part of the reason for that reputation lies in the numbers: when you have tens of thousands of customers, losing a few here and there doesn't generally make a noticeable dent in the bottom line. Or upset shareholders' apple-carts.

We're working to challenge the industry attitudes that spring from that. It's the kind of sea change that comes naturally to us: we're not the entrenched force in the industry so we're always hungry for ways of earning a larger share of the market. And of course, we're a Virgin company. Better customer service runs deep in our DNA and — averse though we are to making wild promises — we commit to work as hard on keeping your business as we do on winning it in the first place.

2. We do have the UK's largest nationwide fibre-optic network. The future is about fast, and we've got it. We've invested £13bn in fast fibre and network infrastructure, and put a lot of work into ensuring that 85% of UK businesses can hook up to it.

We carry 35% of all broadband traffic in the UK, and 40% of mobile voice and data. Half of the UK's blue-light organisations have chosen us as their provider. So if you do choose to work with Virgin Media Business, it's certainly no sympathy play: cold hard statistics back us up as the telecoms provider of choice for some very serious national enterprises.

But of course, we know you have choices. BT is a real competitor — in our view, the only one, because everyone else is really just essentially selling you Virgin Media Business, or BT, or a package combining a bit of both. And while working with a reseller (or with BT) might make sense for some customers, we believe there are lots of good reasons for working directly with us. And we'd be delighted to chat with you about those reasons.

3. We don't confuse complex with complicated. We like keeping life simple. Especially the complex bits.

Complexity is something we love. It's the clutter of wires in the server room. The streams of code on our screens. It's what makes technology work and what makes our work fascinating.

But we don't confuse complex with complicated. Complicated is what our industry has become. It can be obsessed with making itself sound cleverer than it is by using terms no one else understands. And it's about more than just a constant stream of obscure TLAs and techie-talk: the risk is that this kind of complication gets in the way of the important, straightforward business things you'd like to get done.

It's our mission to help customers grab opportunity from complexity — and making complex things as simple as possible is how we do it. We think our Combinations are a great example of that.



**So if it sounds like we've got something in common, it'd be great to talk further:**

**0800 953 0180 will get you to a real human being.**

**Or take a look at our website [virginmediabusiness.co.uk/why-virgin](https://virginmediabusiness.co.uk/why-virgin) for more good answers to your questions.**



**virginmediabusiness.co.uk**  
**0800 953 0180**

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