Virgin media BUSINESS

Forwards, faster

Partnering with Altnets to support rapid network expansion.

Scroll to start

We're all-in for Altnets

Expand your network. Simplify your roll-out plans. And connect customers quicker, with a little help from one of the UK's leading backhaul providers.

We can provide managed services and unmanaged dark fibre routes across our national footprint – helping Altnets and ISPs to scale their networks and grow their businesses.

We've got the network infrastructure, experience and proven expertise to help you move forwards, faster.

Why work with Virgin Media Business Wholesale?

1

Our network can help you reach further

We own and operate the second largest fibre network in the UK, spanning over 186,000 km

We have the largest Dark Fibre coverage in the UK, available right across the country

We're already one of the UK's leading backhaul providers, underpinning much of the UK's digital infrastructure

2

You can count on us to support your roll-out

Our major programme delivery process is SLA-backed and trusted by Altnets, mobile operators, hyperscalers, broadcasters, carriers and data centre operators alike

Our expert teams will work with you collaboratively to design and implement customised networks

We've completed some of the largest and most complex infrastructure projects for UK network operators

3

We'll help maximise your capital and grow your business

We make our network infrastructure work for you with flexible commercial arrangements that can maximise your investment

Our full-service delivery support provides the guidance and expertise required to deliver on your business growth plans

Our consultative pre-sales teams help you explore all route options and design intelligent solutions to reach more premises and scale faster

How can I leverage the Virgin Media network?

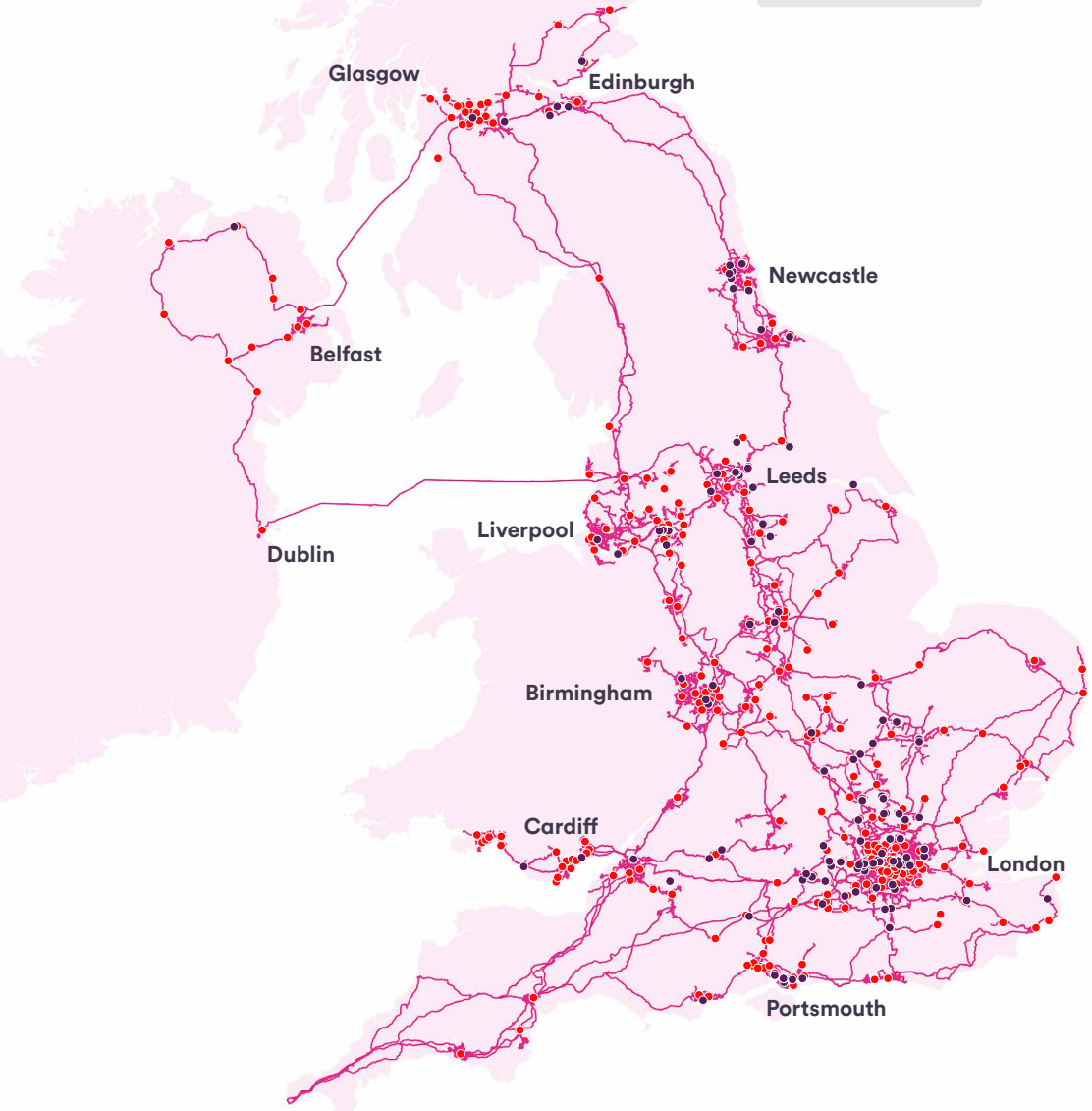
Our ringfenced wholesale teams are committed to helping Altnets make the most of the Virgin Media network. We're investing billions each year to expand our footprint – bringing wholesale infrastructure closer to your potential customers.

Backhaul services:

Whether you require local, regional or national backhaul, we've got a range of managed or unmanaged options to suit your needs. Our expert teams are on hand to help assess your full technical requirements and decide which solution is right for you.

Access services:

Rolling-out last mile fibre-to-the-premise might be your bread and butter. But we can provide flexible access options if you need them. If parts of your roll-out plan are restricted by resources, deadlines or ability to scale, it's good to know that you have a trusted partner than can help.



186,000km
of fibre distance

336 Virgin Media PoPs
covering most UK businesses

160+
connected data centres

Our services

Dark Fibre

An unlit, unmanaged fibre path across our national fibre network. Choose how you use the fibre, which equipment you deploy and the protocols you want to use.

Optical High Capacity Services (HCS)

A fully-managed, high performance optical service. Available nationally, or locally with Flexi-filter that gives you more control to scale on your terms.

Wholesale Ethernet

A cost-effective point-to-point service that's available at bandwidths up to 10Gbps.

Boost your business value with sales-type-lease

A sales-type-lease (STL) arrangement allows you to procure Dark Fibre from Virgin Media Business as a one-off CAPEX sale. The service essentially becomes your asset for the duration of a long-term lease, which allows you to recognise the fibre as your own asset on the balance sheet – rather than it being part of an ongoing cost of your business.

What sets our service apart from other providers?

- Dedicated team of consultative sales support specialists, available throughout the entire life of your project
- In-house network architecture design function with expert pre-sales engineers and solutions architects on hand
- Free access to third-party expertise offering guidance on the things that effect your business, from policy and regulation to business valuation and business rates
- Named Project Manager throughout the delivery and installation process, contactable any time you like
- Nominated Service Manager for in-life support with recovery and mitigation planning included
- Flexible commercial arrangements and payment terms that are sensitive to your roll-out plans and investment cycles.

Ready to reach your full network potential?

We're all-in to help Altnets and ISPs reach further. Our dedicated wholesale teams are invested in your success – helping you leverage our infrastructure to grow your network.

We understand your business and we've got everything you need to move forwards, faster.

Talk to us about your network project

Email us at:
wholsaleBD@virginmedia.co.uk

Or visit:
virginmediabusiness.co.uk/altnets