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BT Wholesale's Indirect Channel Business Teams up with 2N to Provide IP Door Entry

BT's Wholesale business has joined forces with 2N Telekomunikace to allow its indirect reseller channel to use 2N's IP door entry solutions on its Wholesale Hosted Communications platform (WHC). As a result, adding 2N IP Intercom devices to resellers' unified communications platform is now simpler than ever.

BT's WHC platform offers a white label unified communications service which is an ideal addition to resellers with customers looking to deploy cloud communications. This can now be further enhanced with an IP audio and video door entry system, removing the need for an ATA or other conversion device. This certified collaboration makes adding, configuration and management of the 2N system very straightforward. A reseller can select 2N equipment from BT's WHC Business Zone ordering portal via the "Use own device" drop-down menu and BT provisioning servers takes care of the intercom configuration. After installation of the intercom, communication with visitors and guests at the door, plus entry to the building, can be communicated through the IP desk phones connected to the WHC platform.



2N Intercoms are based on IP technology. They are easy to install and can include an HD camera with night vision. The system also supports access control technology such as an RFID, Bluetooth, biometrics or keypad, allowing simple access to the building for employees. By adding 2N to the BT WHC solution, resellers can provide their end customers with additional security and communication with the building entrance.

As businesses become increasingly virtual and employees work from their mobile devices more frequently, onsite PBX solutions are becoming quickly outdated. Moving to unified cloud communications is a must. With respect to these trends and by partnering with 2N, the BT Wholesale Hosted Centrex platform now offers a range of additional services for security and access control. With such an expanded product portfolio, a reseller doesn't have to look for multiple providers whilst increasing revenues from each project. An increase in customer's loyalty is a welcomed side-effect.

“As the security industry leaves analogue technology behind it experiences a massive development of IP access control devices. The IP technology is better suited for integration with telephony as well as camera systems while keeping single devices up-to-date due to automated updates. 2N IP door entry system is, therefore, a great fit for BT WHC.”

Michal Kratochvíl, CEO, 2N

“Our indirect reseller channel needed us to find and approve a manufacturer that would enable them to provide their own customers with an IP solution for door entry requirements, rather than using an ATA as a conversion device. With 2N’s portfolio we can address this need and provide resellers with options for the wide-ranging market segments that they support, from a simple office device to a ruggedized device for industrial settings.”

Andrew Newbury, Senior Product Manager, BT

More information about 2N is available from:

Vít Kovařík, Marketing Communication Director, 2N Telekomunikace a.s.
Tel. No.: +420 225 271 522, E-mail: kovarik@2n.cz

About BT

BT’s purpose is to use the power of communications to make a better world. It is one of the world’s leading providers of communications services and solutions, serving customers in 180 countries. Its principal activities include the provision of networked IT services globally; local, national and international telecommunications services to its customers for use at home, at work and on the move; broadband, TV and internet products and services; and converged fixed-mobile products and services. BT consists of four customer-facing units: Consumer, Enterprise, Global Services and Openreach.

About 2N Telekomunikace a.s.

2N is a leading European company engaged in the development and manufacture of products in the field of IP intercoms and access control systems. According to an IHS report in 2016, 2N is the largest global manufacturer of IP intercoms, and a major innovator in the field of IP access systems, IP audio and IP lift communicators. The company was established in 1991 in the Czech Republic and its registered office is located in Prague. 2N currently has more than 270 employees and branches in the USA, Great Britain, Germany, France, UAE, Australia and Italy. It also has a wide distribution network all over the world. 2N became part of the global Axis Group in 2016.