

# The Signal

Your regular BT Redcare round-up

## Future-proof alarm signalling in action

How our Next Generation solutions are helping installers, ARCs and customers

## What's next on the industry calendar?

Get your spaces booked for our latest events

## Win tickets to the cricket

Enter for a chance to see the England women's team take on Australia

# Hurry!

## alarms are going off everywhere

Replace old PSTN alarm signalling now, before it's too late

# Welcome to The Signal

What a great few weeks it's been. It was fantastic to see so many of you at The Security Event and IFSEC/FIREX. We're always happy to offer live demonstrations and showcase our latest solutions.

As well as our Next Generation portfolio and Mobile Signal Analyser, our newest addition, the Classic and GSM replacement bundle, was there for all to see. Featuring the innovative Redcare Connect, it works even in challenging environments – which we demonstrated by creating a secure wireless link between our IFSEC and FIREX stands, more than 150 metres apart.

It was also good to have the opportunity to speak to other exhibitors to see what was happening in the industry.

If you didn't get chance to visit either of those events, you don't have to miss out. Come see us and our products at one of our upcoming drop-in events. You'll find all the details in this issue.

So sit back, grab yourself a cuppa and enjoy reading The Signal. And if you're a cricket fan, why not enter our competition, for a chance to watch England versus Australia in the Women's Ashes at Lords.

**Nick Whiting**  
**Head of BT Redcare**

## In this issue:

Competitions	3
Hurry! Alarms are going off everywhere	4
Redcare on the road - Events	5
Awards	6
Redcare in action	7
Social media round-up	8



# Competitions



## This month's competition

Enter our latest competition, and you could win two tickets to see the

## England women's cricket team play Australia at Lords

on **8 July 2023**. Plus you'll enjoy some hospitality to make the day extra special.

All you have to do is answer one simple question, and you'll be in with a chance of scooping this great prize.

[Enter the competition now](#)

## Our latest competition winner

Our latest competition winner is Dave Hart from Omega Fire & Security. Congratulations, Dave. He won a £100 voucher to spend in our installer shop.



## Fantasy football champions

Thanks to all the football fans who entered our fantasy league. Now the season is over, it's time to announce the winners. Without further ado...

- 1st place:** **Michael Thomas** – Stanley Security  
**2nd place:** **Lee Hughes** – Scutum North  
**3rd place:** **Jonathan Stansfield** – GB Integrated Systems

Congratulations. We can't offer you a spot in the Champions League, but we will be sending you all a gift card to celebrate

**We'll see you all again for next season's fantasy league.**



**Manager of the month (April):** David Bryson – BPS

# Hurry!

## Alarms are going off everywhere

The switch from PSTN to all-IP is well underway, and time is running out for Installers to keep their customers protected by upgrading their alarm signalling.

We're making it our priority to help installers replace old PSTN alarm signalling equipment, before it's too late.

Make a proactive switch to all-IP with BT Redcare and we'll help you secure your customers and your reputation before the deadline in 2025.

### No one understands alarm signalling better

We've been leading the way in reliable alarm signalling for 35 years, and we're triple accredited, which means you can install our products with confidence.

Our-IP enabled alarm signalling systems are quick to install, simple to use and cost-effective for you and your customers.

### 90-day installation offer. Don't wait a second longer – get fast, affordable all-IP

We've got an excellent all-IP offer to help you make the switch. With

free connection, equipment and postage, and up to 51% off our RRP<sup>1</sup> (with nothing to pay for 90 days or until activation – whichever is sooner), there's no faster or easier way to keep your customers protected.

We aim for next-day delivery on orders we receive before 13:30, and bulk order delivery in two working days. Offer available until 14 April 2024.

Contact your account manager or ARC for more details, or take a look at our [website](#).

### Stop sell exchanges

Homes and businesses need to act fast for their alarm signalling to work after their phone lines have been migrated, which could be any time between now and the 2025 PSTN switch-off. Just be aware, the national stop sell – that means all exchanges – starts 5 September 2023.

You can also use Openreach's handy postcode checker to see which of your customers are affected by stop sell restrictions.

1. Head to Openreach's webpage "[Our Ultrafast Full Fibre Broadband Build Plans](#)".
2. Scroll down to the section entitled 'Is my exchange in your build plan?'
3. On the map below, enter a postcode where it says 'Check your postcode'.
4. Click 'Go' and then 'Learn more'.
5. If your customer is affected by a stop sell notification, you'll see 'We've stopped selling our older copper products...'

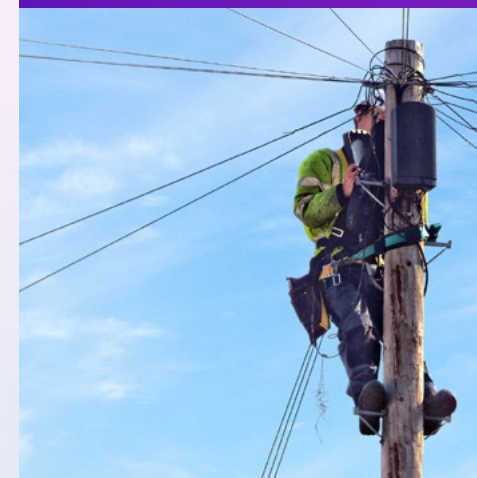
<sup>1</sup>Arcs remain free at all times to price to their customers as they wish.

## New stop sell list released

The move to all-IP is continuing to pick up pace with Openreach releasing its latest list of [stop sells](#). From 5 September 2023, all exchanges will have a Wholesale Line Rental (WLR) stop sell implemented. That means there will no new supply of traditional phone lines, and any changes to an existing line will require an upgrade to all-IP.

Stop sell dates on the list after 5 September relate to fibre-to-the-premises (FTTP) priority exchanges. Where FTTP is available, it will be the only product you can buy.

For more information about stop sells, check out the [Openreach website](#).





# Redcare on the road

## Recent events



### The Security Event

In April, we joined the rest of the industry at the NEC Birmingham. At our stand, attendees could get hands-on with some of our latest innovations and speak to our specialists. If you want to know more about the solutions we showcased at this event, please speak to your account manager.

[Look back on the day >](#)



### IFSEC and FIREX International

Our team also attended IFSEC and FIREX In London, showcasing our latest alarm signalling solutions and discussing the impact of all-IP. It was great meeting so many of you and hearing about your challenges. Get in touch with your account manager if you want to discuss any of our solutions.

[Check our LinkedIn for more info >](#)

## Upcoming event

### Leeds drop-in session

5 July 2023

We'll also be holding a drop-in session in Leeds. Again, it's a chance to get hands on with our latest solutions and see them in action. This session will take place at BT Global Services, at 1 Sovereign Street.

[Register now >](#)

# Awards

## Fire and Security Matters Awards 2023

We're excited to reveal we're a finalist in two categories:

### Security Campaign of the Year

– All-IP Marketing Toolkit

### Security Innovation of the Year

– Classic and GSM Replacement bundle

Winners will be announced on 15 June at a special gala event, hosted by comedian Hugh Dennis.

Tickets are available from the FSM Awards site.

[Book now >](#)

## Benchmark Innovation Awards 2023

Voting is now open for this year's awards, and we've reached the final in two categories:

### Network & Connectivity Innovation

– Redcare Connect

### Alarm/Detection Innovation

– Essential IP

[Please vote for us >](#)

The final date for voting is 2 October 2023.

## PSI Premier Awards 2023

There's also still time to vote for us at this year's PSI awards. We're finalists in three categories:

### Technology Innovation of the Year

– BT Redcare Mobile Signal Analyser

### Software/Analytics Product of the Year

– BT Redcare App

### Manufacturer/Distributor Training Award

– BT Redcare Training

[Please vote for us >](#)

Voting closes on 30 June 2023.



# BT Redcare in action



## The ultimate in alarm signalling

With around 260 buildings to think about, Bristol University needed something special to update its alarm signalling systems for the digital age. That's why its Security Systems team turned to Redcare Ultimate.

As the team's Security Systems Manager, Tony Blundal, says, "We researched the various options and found that Redcare Ultimate had significant advantages over the other products we had looked at, and was more advanced."

[Read the case study now >](#)



## Taking care of business

Just before the pandemic struck, fire and security system installer Bellmont Security had a contract with a group of care homes. Subsequent lockdowns and other public health measures changed everything.

"COVID turned everything upside down," says Bellmont's owner, Paul Thorogood. "We had to adapt to whatever the care homes needed from us. But BT Redcare products made my life extremely easy."

[Read Paul's story >](#)



# Social media round-up

Catch up with some of our recent tweets and LinkedIn posts

Want to see our latest news and announcements? Give us a follow on LinkedIn and Twitter.



@btredcare



@btredcare

**BT Redcare**  
1,220 followers  
1d • 🌐

The all-IP switchover is happening now, don't leave it to the last minute to switch. Our IP-enabled signalling products are quick to install, simple to use and cost-effective for you and your customers. ...see more

alarms  
are going off

**BT Redcare** @BTRedcare · 1h  
BT Redcare has been shortlisted for Security Campaign of the Year at the Fire & Security Matters Awards 2023! 🏆  
We're also nominated for Security Innovation of the year for our Classic and GSM Replacement Bundle 🚀  
See more: [securitymattersmagazine.com/fire-and-secur...](https://securitymattersmagazine.com/fire-and-secur...)



**BT Redcare**  
1,220 followers  
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Want to discover how to get the most out of our Classic and GSM upgrade?  
Our Regional Drop in Sessions give installers the chance to come to the ...see more

**Live demo**  
**Retrofit. Recover. Revolutionise.**  
Wednesday 14 June, Glasgow

**BT Redcare**  
1,217 followers  
3w • 🌐

BT Redcare's product portfolio is verified by the industry's leading third-party [certification bodies](#) ✓

In our latest blog, we sat down with Arden Taylor, Certification and Testing Project Manager (Security) at BRE to find out:

- The process involved for obtaining certifications
- The challenges you face without proper accreditation
- The benefits of verified products
- The future of #alarm signalling certifications

Find out more:  
[Loss Prevention Certification Board \(LPCB\)](#)

LPCB®

Certifications can boost installers' reputations and bottom lines – five minutes with Arden Taylor, Certification and Testing Project Manager at BRE  
BT Redcare on LinkedIn · 4 min read  
It's vital that the alarm signalling industry takes all the steps necessary to protect people, pre...

**BT Redcare**  
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2w • 🌐

No-one understands alarm signalling quite like us. We're working round-the-clock to help installers with the move to all-IP, with our 24/7/365 helpdesk and making it our priority to h ...see more

We make switching  
to all-IP easy

**BT Redcare**  
1,217 followers  
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Get your switchover started today. Order a BT Redcare all-IP alarm signalling solution, they're quick to install, simple to use and cost-effective for you and your customers. Pay nothing for up to 90 days or until activation, whichever ...see more

for up to  
90 days

**BT Redcare** @BTRedcare · May 17  
It's day 2 at #IFSEC and #FIREXint'l! 🚒  
Come and visit our stands IF5410 and FI.2027 for your chance to win a £100-off voucher code at the BT Redcare Installer shop and see our Classic and GSM Replacement bundle, Next Generation Portfolio and Mobile Signal Analyser!





# Until next time...

Thanks for reading this issue of The Signal. We look forward to bringing you more news and views in a couple of months. Meanwhile, if you have any questions or suggestions for future issues, please contact one of the team.



## Offices Worldwide

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[redcare.bt.com](http://redcare.bt.com)