

## **Vaioni leased line vs. BT**

1. Vaioni offers a similar SLA
2. Vaioni uses a similar national fibre backbone using both 20CN and 21CN networks
3. Vaioni have a better pricing structure. Up to 70% cheaper in some cases
4. Vaioni offers quicker break fix times of a maximum of 4hrs guaranteed
5. Vaioni offers a better customer experience and access to the management team as standard
6. Vaioni offers a healthier compensation matrix

## **Vaioni leased line vs. Virgin**

1. Vaioni offers a much better SLA
2. Vaioni uses a similar national fibre backbone using both 20CN and 21CN networks
3. Vaioni have a better pricing structure. Up to 40% cheaper in some cases
4. Vaioni offers quicker break fix times of a maximum of 4hrs guaranteed
5. Vaioni offers a better customer experience and access to the management team as standard
6. Vaioni offers a healthier compensation matrix

