



# this quarter.

## key contacts.

Avenir 3 Client Services      020 8731 4429 or email  
[three@avenir-telecom.co.uk](mailto:three@avenir-telecom.co.uk)

### Free Calls Forever

Free Skype-to-Skype calls on all Business plans only on 3.

### 24 hour handset replacement

Free next working day replacement for phones covered by manufacturer's warranty.

### Bill Analyser

The Bill Analyser makes it easy to keep tabs on your monthly mobile activity and is free of charge. Get an instant overall picture in simple chart and table formats, as well as detail where you need it.

### Business Broadband

15GB from just £12.77!

No more wires, no more hassles, no more waiting for a line to be installed. Just plug the USB Modem into your laptop and within five minutes you're on the web. You can even swap your modem between computers - your broadband wherever you want it.

### International Saver

With Add International Saver, customers can make unlimited (capped at 3000 minutes) calls for just £12.77 a month from the UK to the following countries:

Landline & mobile numbers in: Canada, China, Hong Kong, Hawaii, Puerto Rico, Singapore, Thailand and the USA.

Standard landlines only in: Australia, Austria, Azores, Belgium, Denmark, France, Germany, Italy, Ireland, Japan, Luxembourg, Malaysia, Madeira, Netherlands, New Zealand, Norway, Poland, Portugal, Spain, Sweden, Switzerland, South Korea and Taiwan. Prefix 388 must be dialed before the international number.

### Free MBB Text Check Service

Customers can now text their postcode to 88588 for free, to check mobile broadband service in their area.

### Wi-Fi Whenever You Want with 3's Mi-Fi Dongle

3's new wireless modem works with anything that's Wi-Fi enabled such as a laptop or iPod Touch. It's small enough to fit in a pocket, so the Wi-Fi can go wherever the customer does.

#### How Does it Work?

Like any USB dongle, Mobile Wi-Fi connects to the internet via 3's 3G Network. However, instead of just being able to connect one laptop or notebook to the internet it acts like a portable wireless hotspot, allowing you to connect anything equipped with Wi-Fi. That means laptops, netbooks, smartphones and more -all connected at the same time to the internet via a single modem.



# FREE CALLS FOREVER

FREE SKYPE-TO-SKYPE CALLS FROM THE UK ON MOST 3 PHONES ON ALL 3 BUSINESS PLANS.

## What is skype?

Skype is a free internet service that gives you free calls and instant messages to any of the 400 million other people who use Skype in the UK or around the world. And it's available on most of 3 phones. Skype on 3 gives you great quality calls - not just your standard Voice over Internet Protocol calls.

## How can Skype cut costs for small Business?

- By reducing international calling and messaging costs
- By allowing free Skype-to-Skype calls and Skype chat from the UK to any Skype contacts in the UK and anywhere in the world
- By allowing calls to international landlines and mobiles at very competitive rates (this requires Skype credit, which can be purchased online on the Skype website)

For more information on this service and to check rates go to [skype.com](http://skype.com)

## The facts:

- 400 million people use Skype around the world
- Over 1.6 million free Skype minutes are carried on 3's UK network every day

## EASY

All your customers need to do is join 3 on a Business contract and choose from a huge range of branded mobile phones including this year's best mobile handset, the INQ1. Customers only need to download Skype on their 3 mobile (for more detail see [www.three.co.uk](http://www.three.co.uk)) and set up a username and password. If they've already used Skype on a PC they can use the same Skype ID.

They can then start making unlimited free Skype-to-Skype calls with no extra data charges

= **FREE CALLS FOREVER**



# 3 Hardware.

Take your pick from one of 3's latest mobiles:

	Trade Price	Promotional Bonus*
BlackBerry® Bold™ 9700 smartphone	£301.00	£10.00
HTC Hero	£283.00	£10.00
Nokia 2730	£71.00	£10.00
Nokia 5800	£186.00	£10.00
Nokia 6120	£140.00	£57.00
Nokia 6700	£143.00	£10.00
Nokia E63	£135.00	£10.00
Nokia E71	£209.00	£10.00
Nokia N86	£272.00	£10.00
Nokia N97	£321.00	£10.00
<b>NEW</b> Nokia X6	£237.00	£10.00
Samsung F480	£229.00	£10.00
<b>NEW</b> Samsung i5700	£186.00	£10.00

	Trade Price	Promotional Bonus*
Samsung i8510	£310.00	£10.00
Samsung S5600	£128.00	£10.00
Samsung S7330	£121.00	£10.00
Samsung S8300	£297.00	£10.00
Skypephone 2	£90.00	£10.00
Sony Ericsson C903	£153.00	£10.00
Sony Ericsson Naite	£80.00	£10.00
Sony Ericsson Satio	£347.00	£10.00
Sony Ericsson T715	£116.00	£10.00
<b>NEW</b> Sony Ericsson Vivaz	£276.00	£10.00
Sony Ericsson W595	£142.00	£10.00
Sony Ericsson W995	£272.00	£10.00
Post Pay SIM Card	£10.00	n/a

\*Promotional bonus is only available on connections to Business 600 and 900 and not on Business Share connections



BlackBerry® Bold™ 9700 smartphone

**BlackBerry® solutions on 3 Business.**  
Take your **office** with you from just **£4.26 per month**

## USB Modems

Get online faster with Mobile Broadband from 3. With 92% population coverage and more each month, broadband from 3 couldn't be simpler. Competitively priced and easy to use, 3's USB Modems offer a complete business solution to your customers.

Device	Trade Price	Promotional Bonus
ZTE MF627	£65.10	£60.10
Mobile Wi-Fi Huawei E5830	£107.27	£60.10

## Pay As You Go Mobile Broadband

Broadband without wires or a contract  
Getting online with Pay As You Go Mobile Broadband is easy. Just buy a Top-up, convert it to the Add-on of your choice, and you can surf the net almost anywhere.

Device	Trade Price	Allowance	Validity Period
ZTE MF627	£18.38	n/a	n/a
Mobile Wi-Fi Huawei E5830	£30.47	n/a	n/a
1GB Starter Kit	£24.90	1GB	1 month
3GB Starter Kit	£32.77	3GB	3 months
12GB Starter Kit	£57.50	12GB	12 months
24GB Starter Kit	£132.76	24GB	24 months



Business

# Business price plans.



## Price Plan | Business Sharer Plans

VOICE

MESSAGING

DATA

	Number of users allowed	What's Included?				Outside of bundle (per minute)			Monthly Line Rental		24 Month Incentive
		Minutes		Text Messages	Data	UK Landlines	Other networks	3 Video calls	18 Months	24 Months	
Business Sharer 2000	6	2000	or	4000					£74.00*		n/a
Business Sharer 3000	8	3000	or	6000	or	Unlimited			£114.00*		n/a
Business Sharer 4000	12	4000	or	8000	or		16p	16p	£154.00*		n/a
Business Sharer Charge per User	n/a	n/a		n/a					£13.50*	£11.25*	Unlimited E-Mail and Internet or 1000 Texts**

Free calls to voicemail and other 3 mobiles

\*Each sharer plan incorporates 1) an access charge and 2) a per user charge.

Each user has its own contract term and cost is dependent on the term selected eg 24 month = £11.25

\*\*Customer will be required to pay for the add on in Month 1 but will receive a credit for this from month 2. From Month 2 a £4.26 recurring discount will be applied directly on a recurring basis to cover this cost.

## Bolt Ons

BlackBerry

VOICE

MESSAGING

DATA

TRAVEL

BlackBerry

	What's Included?	Monthly Line Rental
BlackBerry® Internet Solution	1GB Web Browsing and POP3 Email	4.26

## + Minutes

	Monthly Line Rental
250 Cross Network Voice Minutes	£10.00
500 Cross Network Voice Minutes	£20.00
1000 Cross Network Voice Minutes	£40.00
50 UK 3 to 3 Video Minutes	£4.26
100 UK 3 to 3 Video Minutes	£8.51
200 UK 3 to 3 Video Minutes	£12.77
2000 Landline Minutes	£8.51

## + Data

	What's Included?	Monthly Line Rental
Internet Max	1GB Data for Web Browsing and unlimited push e-mail	£4.26
Broadband Lite	1GB Data (for using handset as a modem) and unlimited push e-mail	£8.51
Broadband Plus	3GB Data (for using handset as a modem) and unlimited push e-mail	£12.77

## + Travel

	Monthly Line Rental
International Saver (3000 minutes for calling abroad from the UK)	£12.77

## + Messaging

	Monthly Line Rental
1000 Text Messages	£4.26
2000 Text Messages	£8.51



Price Plan | Business 600 and Business 900



	What's Included?			Outside of bundle (per minute)			Monthly Line Rental		
	Minutes	Text Messages	3-to-3	UK landlines	Other networks	3 Video calls	12 months	18 months (10% disc.)	24 Months (25% disc.)
Business 600	750	100	2000	8.5p	21.3p	42.6p	£25.53	£22.98	£19.15
Business 900	1125	150	2000				£34.04	£30.64	£25.53



Bolt Ons



	What's Included?	Monthly Line Rental
BlackBerry® Internet Solution	1GB Web Browsing and POP3 Email	£4.26

+ Minutes

	Monthly Line Rental
250 Cross Network Voice Minutes	£10.00
500 Cross Network Voice Minutes	£20.00
1000 Cross Network Voice Minutes	£40.00
50 UK 3 to 3 Video Minutes	£4.26
100 UK 3 to 3 Video Minutes	£8.51
200 UK 3 to 3 Video Minutes	£12.77
2000 Landline Minutes	£8.51

+ Data

	What's Included?	Monthly Line Rental
Internet Max	1GB Data for Web Browsing and unlimited push e-mail	£4.26
Broadband Lite	1GB Data (for using handset as a modem) and unlimited push e-mail	£8.51
Broadband Plus	3GB Data (for using handset as a modem) and unlimited push e-mail	£12.77

+ Travel

	Monthly Line Rental
International Saver (3000 minutes for calling abroad from the UK)	£12.77

+ Messaging

	Monthly Line Rental
1000 Text Messages	£4.26
2000 Text Messages	£8.51

All bolt-ons above and on opposite page are priced per user and cannot be shared.

# 3 Mobile Broadband.



Price Plan | Mobile Broadband



	What's Included?	Outside of bundle	Monthly Line Rental		
			12 month	18 month	24 month
Broadband Lite	1GB	8.5p per MB	£8.51	£8.51	£8.51
Broadband Plus	3GB		£12.77	n/a	n/a
Broadband 5GB	5GB		n/a	£12.77	n/a
Broadband Max	7GB		£21.27	n/a	n/a
Broadband 15GB	15GB		n/a	£17.02	£12.77

Don't forget to pair these tariffs with one of our new laptops, featured on page 45.



# Commissions



Avenir Telecom pay the whole 100% commission in advance.

## Business Plans

### Business Sharer Plans

	12 month	18 month	24 month
Business Share 2000 Bundle	£220.00	£220.00	£220.00
Business Share 3000 Bundle	£470.00	£470.00	£470.00
Business Share 4000 Bundle	£720.00	£720.00	£720.00
Business Share User	£235.00	£310.00	£385.00

### Business 600 & Business 900

	12 month	18 month	24 month
Business 600	£199.00	£274.00	£308.00
Business 900	£305.00	£416.00	£471.00



**Upgrades will receive the same commission as above minus a SIM rebate of £10.00**

### Mobile Broadband

	12 month	18 month	24 month
Broadband Lite	-£15.00	£21.00	£29.00
Broadband Plus	£28.00	£60.00	£83.00
Broadband Max	£91.00	n/a	n/a
Broadband 15GB	n/a	£99.00	£124.00

A promotional bonus of either £60.10 or £40.10 is payable against these plans when connected to one of the devices on page 26.

## Bolt Ons

### Minutes

250 Cross Network Voice Minutes	£45.00
500 Cross Network Voice Minutes	£75.00
1000 Cross Network Voice Minutes	£115.00
50 UK 3 to 3 Video Minutes	£5.00
100 UK 3 to 3 Video Minutes	£10.00
200 UK 3 to 3 Video Minutes	£15.00
2000 Landline Minutes	£10.00

### Messaging

1000 Text Messages	£5.00
2000 Text Messages	£10.00

### Data

Internet Max	£25.00
Broadband Lite	£10.00
Broadband Plus	£15.00

### Travel

International Saver	£10.00
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# Insurance Commission

## Avenir Insurance Commissions

For Insurance Price Plans see Talking Shop page 46

	End user Cost	Dealer Commission
Corporate Care Standard Monthly	<b>£4.99 per month per handset</b>	<b>£2.20 per month per handset</b>
Corporate Care Premier Monthly	<b>£5.99 per month per handset</b>	<b>£2.50 per month per handset</b>
Corporate Care Standard Annual	<b>Free Of Charge</b>	<b>Minus £32.13 per handset</b>
Corporate Care Premier Annual	<b>Free Of Charge</b>	<b>Minus £40.32 per handset</b>