

Commercial Update from O₂

In edition to the updates we told you about in the Spring edition of Talking Shop, please note these additional updates for the quarter.

1) Free of Charge BlackBerry Offer

The free of charge BlackBerry offer is now available until 30th April 2010. Customers who connect/re-sign to an eligible voice tariff with the BIS Bolt On and choose a BlackBerry handheld will get their BIS monthly subscription free for the duration of their 24 month contract. There's no revenue share protection for this promotion and you will continue to earn the additional £50 BlackBerry commission.

The BIS promotion is eligible for all new connections activated and for ports locked by 30th April.

For full details see page 08 of the online version of Talking Shop or contact your Business Development Manager.

2) Mobile Broadband

Three months free Mobile Broadband for customers who connect to the 1GB, 3GB or Unlimited tariff is now extended until 30th June 2010.

A new Mobile Broadband USB modem, MF100, is now available at a cost of £35. SIM card not included. This replaces the current model. Please call Trade Sales on 020 8731 4460 to place an order.

3) Converged Porting Promotion

From 1st April to 30th June 2010, all converged **ports** connected to O₂ will receive an extra £50 commission per connection. Your **ports** need to be complete (i.e. submitted and connected) by 30th June 2010 to qualify.

The extra commission is only applicable to connections of between 1 and 40 handsets. For any 40+ opportunities, please contact your Business Development Manager, who will look at your business case on an individual basis.

What's eligible?

- The customer needs to connect voice and data on the same SIM at the same time
- New 2010 voice tariffs are eligible, as are the legacy tariffs
- All our existing data tariffs are eligible, including Web Bolt On, Web Max, iPhone Bolt On, Palm Pre Smartphone Bolt On, BIS, BES and Group Data Tariffs
- Can be offered in conjunction with the free Unlimited Landline bolt on and landline promotions

What's not eligible?

- Tariffs that already include voice and data - for example Business Single Unlimited or My Business BlackBerry
- Mobile Broadband on a dongle or data only connections - as there's no voice
- If you offer the free BIS promotion, you will not get the extra commission
- Re-signs, brand new mobile connections (i.e. customers who've not had a mobile before) or existing customers adding new connections to their account. Unless they're porting them over from a different network.

For all other available promotions, please see page 06 of Spring Talking Shop, which is also available online from <http://www.avenir-telecom.co.uk/talkingshop>

**Kind regards,
The Marketing Team**