

TALKING

commissions

Summer/Autumn 2011

Highlights / What's New

O₂

- **Up to six months free** voice line rental on O₂ new and port connections – speak to your Business Development Manager for more details.
- **Up to 20%** monthly ongoing revenue on O₂ Landline! (Talking Commissions page 07)
- **£50 bonus** for every O₂ Landline or O₂ Business Broadband connected with mobile on a 24 or 36 month contract (Talking Commissions page 09)
- **£50 BlackBerry bonus** on all new connections and re-signs until 31st December 2011 (Talking Commissions page 07)
- **Reminder:** Re-sign your customers to earn extra cash – see back page for more details

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- **Up to £60 iPhone Bonus** for all new business connections made with iPhone until 31st December 2011
- **£60 bonus** available on each NEW Business connection! Applicable to Business Solo, Sense, Plus, Venture and Momentum tariffs only, on new connections made before 31st December 2011

..T..Mobile..

- **Up to 40% monthly revenue share** available!

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- **Offer MiFi for free!!** On certain mobile broadband tariffs offer your customers the MiFi Modem for free, and still receive up to £53.23 margin! See page 26 for total margins
- **100%** Upfront commissions

All terms and conditions can be found online at www.avenir-telecom.co.uk

O₂

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..T..Mobile..

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Commissions



Please note that all O₂ price plans published in Talking Shop (unless otherwise stated) are subject to a minimum term of 24 months).

O₂ New Connections & Upgrades (24/36 months)

Avenir Telecom will pay revenue share, based on 3 options and you can choose which option is best for you for every deal. You will automatically be paid Option 1. If you wish to choose options 2 or 3, please email finance@avenir-telecom.co.uk, quoting your dealer code and the AT/BST reference.

Option 1 (default option)

- 24/36 months x 35% advance payment for all contractual products that are added at point of sale
- This comprises monthly line rental plus all bolt ons including, for example, additional minutes and BlackBerry
- True-ups are paid every 8 months (on historical actual spend)

OR

Option 2

- 12 months x 35% advance payment for all contractual products (as above)
- From month 13 - 12/24 monthly payments @ 40% based on total revenue share
- True-ups paid at months 8 & 12 (on historical actual spend).

OR

Option 3

- Monthly - 40% Monthly Revenue Share over contract duration

The benefits of the commission scheme are:

- Opportunity to earn 40% revenue share sooner
- Monthly payments available @ 40%
- All bolt ons paid upfront for contract term
- Reduces possibilities of true down
- Increases profit margins

All contracts and POs sent to our Client Services department for all new, upgrade or re-sign MUST identify all the contractual payments applicable, plus the tariff and bolt on description, so the correct commission payable is made. This includes all bolt ons, additional minutes and BlackBerry products.



For all commissions queries, please log-in to Focus and click on the commissions tab.

Examples:

24 months:

Option 1 (Default option):

1 x Business Share 1,300	= £45.00
1 x 500 Texts	= £5.00
4 x Additional Shared Users @ £15	= £60.00
5 x BlackBerry BES @ £28	= £140.00
Total	= £250.00
	x 35% Revenue Share
	x 24 Month Contract Period
Advance Revenue Share Commission Total	= £2,100.00
	+
5 x BlackBerry Bonus @ £50	= £250.00
Total Advance Commission Payable	= £2,350.00

Option 2:

1 x Business Share 1,300	= £45.00
1 x 500 Texts	= £5.00
4 x Additional Shared Users @ £15	= £60.00
5 x BlackBerry BES @ £28	= £140.00
Total	= £250.00
	x 35% Revenue Share
	x 12 Month Advance
	+
5 x BlackBerry Bonus @ £50	= £250.00
Total Advance Commission Payable	= £1,300.00
	+
Total monthly Revenue Share Payable	= £1,200.00 (12 Monthly Payments @ 40%)
Total Commission Payable	= £2,500.00

Option 3:

5 x BlackBerry Bonus @ £50	= £250.00
Total Advance Commission Payable	= £250.00
	+
1 x Business Share 1,300	= £45.00
1 x 500 Texts	= £5.00
4 x Additional Shared Users @ £15	= £60.00
5 x BlackBerry BES @ £28	= £140.00
Total	= £250.00
	x 40% Revenue Share
Monthly Revenue Share paid total	= £100.00 x 24
	= £2,400.00
	+
Total Commission Payable	= £2,650.00

36 Months:

Option 1 (Default option):

1 x Business Share 1,300	= £45.00
1 x 500 Texts	= £5.00
4 x Additional Shared Users @ £15	= £60.00
5 x BlackBerry BES @ £28	= £140.00
Total	= £250.00
	x 35% Revenue Share
	x 36 Month Contract Period
Advance Revenue Share Commission Total	= £3,150.00
	+
5 x BlackBerry Bonus @ £50	= £250.00
Total Advance Commission Payable	= £3,400.00

Option 2:

1 x Business Share 1,300	= £45.00
1 x 500 Texts	= £5.00
4 x Additional Shared Users @ £15	= £60.00
5 x BlackBerry BES @ £28	= £140.00
Total	= £250.00
	x 35% Revenue Share
	x 12 Month Advance
	+
5 x BlackBerry Bonus @ £50	= £250.00
Total Advance Commission Payable	= £1,300.00
	+
Total monthly Revenue Share Payable	= £2,400.00 (24 Monthly Payments @ 40%)
Total Commission Payable	= £3,700.00

Option 3:

5 x BlackBerry Bonus @ £50	= £250.00
Total Advance Commission Payable	= £250.00
	+
1 x Business Share 1,300	= £45.00
1 x 500 Texts	= £5.00
4 x Additional Shared Users @ £15	= £60.00
5 x BlackBerry BES @ £28	= £140.00
Total	= £250.00
	x 40% Revenue Share
Monthly Revenue Share paid total	= £100.00 x 36
	= £3,600.00
	+
Total Commission Payable	= £3,850.00

All examples are plus a monthly payment of total monthly spend above line rental.

O₂ Revenue Share Re-signs

Avenir Telecom will pay revenue share, based on 2 options for re-signs:

Option 1 (Default option):

- 35% advance payment for the increased commitment period, added at point of re-sign.
- This includes line rental plus all bolt ons including, for example, additional minutes and BlackBerry.

PLUS

- A monthly payment of 40% of the total monthly spend above line rental, which starts from the new commitment period i.e. month 25 for a contract that was originally signed for 24 months

Option 2:

- 40% Monthly Revenue Share over contract duration, which starts from the new commitment period i.e. month 25 for a contract that was originally signed for 24

O₂ Revenue Share Re-signs - summarised

Customers in the last 12 months of their contracts:

- If your customer has 30 days or less left on their contract they could be re-signed by another dealer, distributor or O2 themselves. The message is clear: don't leave it that late!
- The new contract start date for all re-signs will be the processing date for a further 24 or 36 months, as appropriate.
- Advance revenue share payment will only be made once the existing contract has completed a minimum of 12 months.

Please note that should a customer contact O₂ asking to leave less than 30 days from their contract end date, O₂ will process the request without making an attempt to retain the customer. Therefore, it's very important that you stay in contact with your customers and make sure they're re-signed well before their contract end.

All contracts and POs sent to our Client Services department for all new, upgrade or re-sign MUST identify all the contractual elements applicable so that the correct commission payable is made to include all bolt ons, additional minutes and BlackBerry products.

Advance Revenue Share Payments

All payments will be made based on line rental*.

For a normal 24 month contract, you will already have been paid commission for this period. Commissions due for re-signs will therefore cover the new commitment period secured, i.e beyond this first 24 months. By way of

examples:

1. If you re-sign your customer 12 months into a 24 month contract for a further 24 months, you will be due commission for the period from month 25 to month 36 (an additional 12 months' commission will be due to you).
2. If you re-sign your customer 19 months into a 24 month contract for a further 24 months, you will be due commission for the period from month 25 to month 43 (an additional 19 months' commission will be due to you).

This additional commission can be paid to you in one of two ways:

1. On re-sign, we will pay an advanced revenue share of all the additional commission due based on line rental @ 35% plus 40% monthly on the overspend from the start of the new commitment period i.e. month 25 for a contract that was originally signed for 24 months
2. We will pay 40% revenue share on a monthly basis from the start of the new commitment period i.e. month 25 for a contract that was originally signed for 24 months

The above principles apply to 36 Month Contracts/re-signs*

*All advanced revenue share payments are subject to true up schedules.

Please remember that you only receive revenue share commission if your customer is in contract. It is therefore in your interest to re-sign them when you can.

O₂ Commissions



1 £50 BlackBerry bonus on all new connections & re-signs, where BlackBerry hasn't been previously applied until 31st December 2011.

Business Plans

Business Tariffs

	Commission - Line Rental					
	24 Months			36 Months		
	Option 1	Option 2	Option 3	Option 1	Option 2	Option 3
Business Single 300	£210.00	£225.00	£240.00	£315.00	£345.00	£360.00
Business Single 600	£252.00	£270.00	£288.00	£378.00	£414.00	£432.00
Business Single 1,200	£336.00	£360.00	£384.00	£504.00	£552.00	£576.00
Business Single Max	£462.00	£495.00	£528.00	£693.00	£759.00	£792.00
Business Share 500	£210.00	£225.00	£240.00	£315.00	£345.00	£360.00
Business Share 1,300	£378.00	£405.00	£432.00	£567.00	£405.00	£648.00
Business Share 2,000	£672.00	£720.00	£768.00	£1,008.00	£1,104.00	£1,152.00
Business Share 5,000	£1,680.00	£1,800.00	£1,920.00	£2,520.00	£2,760.00	£2,880.00
Sharer	£126.00	£135.00	£144.00	£189.00	£207.00	£216.00
Best for Business Pay as You Use	£100.04	£107.19	£114.34	£150.07	£164.36	£171.50

Minutes & Texts

	Commission - Line Rental					
	24 Months			36 Months		
	Option 1	Option 2	Option 3	Option 1	Option 2	Option 3
100 Minutes	£53.59	£57.42	£61.25	£80.39	£88.04	£91.87
500 Minutes	£201.60	£216.00	£230.40	£302.40	£331.20	£345.60
1,000 Minutes	£336.00	£360.00	£384.00	£504.00	£552.00	£576.00
5,000 Minutes	£1,680.00	£1,800.00	£1,920.00	£2,520.00	£2,760.00	£2,880.00
10,000 Minute	£3,360.00	£3,600.00	£3,840.00	£5,040.00	£5,520.00	£5,760.00
20,000 Minutes	£6,720.00	£7,200.00	£7,680.00	£10,080.00	£11,040.00	£11,520.00
Unlimited Off Peak	£42.00	£45.00	£48.00	£63.00	£69.00	£72.00
Unlimited Landline	£42.00	£45.00	£48.00	£63.00	£69.00	£72.00
200 Texts	£21.00	£22.50	£24.00	£31.50	£34.50	£36.00
500 Texts	£42.00	£45.00	£48.00	£63.00	£69.00	£72.00
1,000 Texts	£84.00	£90.00	£96.00	£126.00	£138.00	£144.00
2,000 Texts	£168.00	£180.00	£192.00	£252.00	£276.00	£288.00
5,000 Texts	£420.00	£450.00	£480.00	£630.00	£690.00	£720.00
Unlimited Texts	£54.60	£58.50	£62.40	£81.90	£89.70	£93.60

Data

	Commission - Line Rental					
	24 Months			36 Months		
	Option 1	Option 2	Option 3	Option 1	Option 2	Option 3
Standard Handset 100MB (The Basics)	£21.00	£22.50	£24.00	£31.50	£34.50	£36.00
Smartphone 500MB (The All Rounder)	£42.00	£45.00	£48.00	£63.00	£69.00	£72.00
Smartphone 1GB (The Works)	£69.97	£74.97	£79.97	£104.96	£114.95	£119.95
BIS or iPhone 500MB (The All Rounder)	£42.00	£45.00	£48.00	£63.00	£69.00	£72.00
BIS or iPhone 1GB (The Works)	£69.97	£74.97	£79.97	£104.96	£114.95	£119.95
BES 500MB (The All Rounder)	£235.20	£252.00	£268.80	£352.80	£386.40	£403.20
BES 1GB (The Works)	£263.17	£281.97	£300.77	£394.76	£432.35	£451.15

Data Top-Ups

	Commission - Line Rental					
	24 Months			36 Months		
	Option 1	Option 2	Option 3	Option 1	Option 2	Option 3
100MB Data Top Up	£21.00	£22.50	£24.00	£31.50	£34.50	£36.00
500MB Data Top Up	£42.00	£45.00	£48.00	£63.00	£69.00	£72.00
1GB Data Top Up	£69.97	£74.97	£79.97	£104.96	£114.95	£119.95
2GB Data Top Up	£126.00	£135.00	£144.00	£189.00	£207.00	£216.00
3GB Data Top Up	£189.00	£202.50	£216.00	£283.50	£310.50	£324.00

Travel

	Commission - Line Rental					
	24 Months			36 Months		
	Option 1	Option 2	Option 3	Option 1	Option 2	Option 3
My Europe Extra	£35.70	£38.25	£40.80	£53.55	£58.65	£61.20
Calls to 3 International Landline Numbers	£71.48	£76.59	£81.70	£107.23	£117.44	£122.54
Calls to 5 International Landline or Mobile Numbers	£142.97	£153.18	£163.39	£214.45	£234.88	£245.09

	Commission - Line Rental					
	24 Months			36 Months		
	Option 1	Option 2	Option 3	Option 1	Option 2	Option 3
BES with Roaming	£403.20	£432.00	£460.80	£604.80	£662.40	£691.20
BIS with Roaming	£203.78	£218.34	£232.90	£305.68	£334.79	£349.34

Mobile Broadband

	Commission - Line Rental					
	24 Months			36 Months		
	Option 1	Option 2	Option 3	Option 1	Option 2	Option 3
Mobile Broadband 1GB	£63.00	£67.50	£72.00	£94.50	£103.50	£108.00
Mobile Broadband 2GB	£113.40	£121.50	£129.60	£170.10	£186.30	£194.40

Only option 2 available on re-signs

Other

SIM Only (Retention Plans)

	Commission- Line Rental		
	24 Months		
	Option 1	Option 2	Option 3
Business Single 300	£126.00	£135.00	£144.00
Business Single 600	£168.00	£180.00	£192.00
Business Single 1200	£252.00	£270.00	£288.00
Business Single Max	£378.00	£405.00	£432.00
Business Share 500	£126.00	£135.00	£144.00
Business Share 1300	£294.00	£315.00	£336.00
Business Share 2000	£588.00	£630.00	£672.00
Business Share 5000	£1,596.00	£1,710.00	£1,824.00
Sharer	£84.00	£90.00	£96.00

*Re-signs are only available on Option 3

Consumer Re-signs

	Commission
All Re-Signs	£85.00

O₂ Unified Communications

O₂ Landline Line Rental

	Commission
Landline (analogue)	10% monthly ongoing revenue
ISDN2	
ISDN30 (8-30 channels)	
Calls Only	

O₂ Landline Minute Bolt Ons

	Commission
200 Minutes	20% monthly ongoing revenue
240 Minutes	
500 Minutes	
1,000 Minutes	
2,000 Minutes	
3,000 Minutes	
5,000 Minutes	
7,000 Minutes	
10,000 Minutes	
20,000 Minutes	
50,000 Minutes	
75,000 Minutes	
100,000 Minutes	

O₂ Landline Care Packages

	Commission
Level 2	10% monthly ongoing revenue
Level 3	
Level 4	

O₂ Landline Expedited Repair

	Commission
Level 2	10% monthly ongoing revenue
Level 3	

O₂ Landline Extra Services

	Commission
1571 Answerphone	10% monthly ongoing revenue
Call waiting	
Call barring	
Call forwarding	
Call divert	
Caller display	
Smart divert	
Call sign	

O₂ Landline Installation & Transfer Fees

	Commission
Transfer Landline	10% monthly ongoing revenue
Install Landline	
Transfer ISDN2	
Install ISDN2	
Convert Landline to ISDN2	
Transfer ISDN30	
Install ISDN30	

O₂ Telemarketing Numbers

	Commission
One to One Translation	20% monthly ongoing revenue
Divert Plan	

O₂ Business Broadband

	Commission
Home Office	10% monthly ongoing revenue
Office 10	
Access	

O₂ Business Broadband - Fast Fix

	Commission
Fast Fix Service	10% monthly ongoing revenue

O₂ Business Broadband - Additional Costs

	Commission
Business Movers Charge	10% monthly ongoing revenue
Express Cancellation Charge	
Reactivation Charge	
Reconnection Charge	
Termination Prior to Contract End Date	
O ₂ Router - Contract Termination	



Until 31st December 2011, for every O₂ Landline OR O₂ Business Broadband connection*

*If both O₂ Business Broadband and O₂ Landline are connected with mobile, the £50 bonus will only be paid once. In addition, the O₂ mobile account must have a minimum of 12 months remaining



Orange Commission Scheme

For **NEW** connections & **UPGRADES**, Avenir Telecom will pay as follows:

1. Upfront commission
PLUS
2. Advance revenue share @20% of all contractual products (line rental and add ons) sold for entire contract term, i.e., 18, 24 or 36 months.
PLUS
3. A monthly payment of all additional customer spend over line rental @20%

NEW Connection Example:

Based on 24 Month Contract with one Lead and four Sharers with BES:

Business Sense 2000:

Upfront £606 + Advance Revenue Share
 $£85 \times 20\% \times 24 = £408 + £606 = £1,014.00$
 PLUS

Business Sense Sharer x 4:

Upfront £156 + Advance Revenue Share
 $£15 \times 20\% \times 24 = £72 + £156 = £228 \times 4 \text{ Users} = £912.00$
 PLUS

BES 750MB (£15) x 5:

Upfront £40 + Advance Revenue Share
 $(£15 \times 20\% \times 24) = £72 + £40 = £112 \times 5 \text{ Users} = £560.00$
 PLUS

New Connection Bonus*:

$£60.00^* \times 5 = £300.00$

Total Commission: = £2,786.00

PLUS

20% of customer line rental overspend paid monthly for 24 months

UPGRADE Example 1:

Based on Small Business 24 Month Contract with one Band 4 upgrade and four Band 1 upgrades:

Small Business Band 4 :

Upfront £298 + Advance Revenue Share
 $£85 \times 20\% \times 24 = £408 + £298 = £706.00$
 PLUS

Small Business Band 1 x 4:

Upfront £55 + Advance Revenue Share
 $£15 \times 20\% \times 24 = £72 + £55 = £127$
 $\times 4 = £508.00$

Total Commission: = £1,214

PLUS

20% of customer line rental overspend paid monthly for 24 months

UPGRADE Example 2:

Based on Corporate Upgrade 24 Month Contract with one Leader and four Sharers:

Business Sense 2000:

Upfront £431 + Advance Revenue Share
 $£85 \times 20\% \times 24 = £408 + £431 = £839$
 PLUS

Business Sense Sharer x 4:

Upfront £145 + Advance Revenue Share
 $£15 \times 20\% \times 24 = £72 + £145 = £217$
 $\times 4 = £868$

Total Commission: = £1,707

PLUS

20% of customer line rental overspend paid monthly for 24 months

£60!

*£60 bonus available on each NEW Business connection! Applicable to Business Solo, Sense, Plus, Venture and Momentum tariffs only, on new connections made until 31st December 2011



Important Information

£40.00 handset bonus is assumed in the upfront commission. Also, connections using generic kit, or to a SIM-only tariff, will result in a £10.00 deduction from the main price plan commission.

Orange Commissions

Business Solo/SIM Only

Business Solo Plans (Step 1)

	18 month				+	24 month				+
	Upfront Commission	Advance Rev Share	Bonus	Total		Upfront Commission	Advance Rev Share	Bonus	Total	
25	£127.00	£90.00	£60.00*	£277.00		£171.00	£120.00	£60.00*	£351.00	
30	£151.00	£108.00	£60.00*	£319.00		£200.00	£144.00	£60.00*	£404.00	
35	£172.00	£126.00	£60.00*	£358.00		£225.00	£168.00	£60.00*	£453.00	
40	£195.00	£144.00	£60.00*	£399.00		£254.00	£192.00	£60.00*	£506.00	
45	£224.00	£162.00	£60.00*	£446.00		£290.00	£216.00	£60.00*	£566.00	
55 Unlimited	n/a					£52.00	£264.00	£60.00*	£376.00	
60 Unlimited	£52.00	£216.00	£60.00*	£328.00		n/a				

£40.00 handset bonus is assumed in the upfront commission.

Connections using generic kit will result in a £10.00 deduction from the main price plan commission

Business SIM Only (Step 1)

	30 Day				+	12 Month				+
	Upfront Commission	Handset Bonus	Advance Rev Share	Total		Upfront Commission	Handset Bonus	Advance Rev Share	Total	
Business SIM Only 15- Half Price	-£40.60	£30.00	£0.00	-£10.60		£5.00	£30.00	£0.00	£35.00	
Business SIM Only 20- Half Price	-£38.80	£30.00	£0.00	-£8.80		£10.00	£30.00	£0.00	£40.00	
Business SIM Only 15	-£20.60	£30.00	£0.00	£9.40		£25.00	£30.00	£0.00	£55.00	
Business SIM Only 20	-£18.80	£30.00	£0.00	£11.20		£30.00	£30.00	£0.00	£60.00	
Business SIM Only 25	-£17.00	£30.00	£0.00	£13.00		£49.00	£30.00	£0.00	£79.00	
Business SIM Only 30	-£15.20	£30.00	£0.00	£14.80		£55.00	£30.00	£0.00	£85.00	
Business SIM Only 35	-£13.40	£30.00	£0.00	£16.60		£78.00	£30.00	£0.00	£108.00	
Business SIM Only 40	-£11.60	£30.00	£0.00	£18.40		£100.00	£30.00	£0.00	£130.00	
Business SIM Only 45	-£9.80	£30.00	£0.00	£20.20		£110.00	£30.00	£0.00	£140.00	

£30 handset bonus payable when Orange approved generic stock is used. See www.avenir-telecom.co.uk/approvedgenericdevices for list of handsets.

Business Solo/SIM Only - Chargeable Flexible Extras (Step 4)

	30 Day		+
	Upfront Commission	Advance Rev Share	
Unlimited Orange to Orange Calls	£0.00	£0.00	
Unlimited UK Landline calls	£0.00	£0.00	
Unlimited texts	£0.00	£0.00	
Calling while abroad	£0.00	£0.00	
Mobile Browsing + WiFi	£0.00	£0.00	
1GB Data Bundle	£0.00	£0.00	
International Calling	£0.00	£0.00	
Orange Care	£0.00	£0.00	



***£60** bonus included on each NEW Business connection! Applicable to Business Solo, Sense, Plus, Venture and Momentum tariffs only, on new connections made until 31st December 2011

Business Sense



***£60** bonus included on each NEW Business connection! Applicable to Business Solo, Sense, Plus, Venture and Momentum tariffs only, on new connections made until 31st December 2011.

Business Sense Plans (Step 1)

	12 month					18 month					24 month				
	Upfront Commission	Advance Rev Share	Bonus	Total		Upfront Commission	Advance Rev Share	Bonus	Total		Upfront Commission	Advance Rev Share	Bonus	Total	
500	£64.00	£72.00	£60.00*	£196.00	20% overspend paid monthly	£144.00	£108.00	£60.00*	£312.00	20% overspend paid monthly	£275.00	£144.00	£60.00*	£479.00	20% overspend paid monthly
750	£88.00	£96.00	£60.00*	£244.00		£188.00	£144.00	£60.00*	£392.00		£355.00	£192.00	£60.00*	£607.00	
1,000	£112.00	£120.00	£60.00*	£292.00		£233.00	£180.00	£60.00*	£473.00		£426.00	£240.00	£60.00*	£726.00	
1,500	£147.00	£180.00	£60.00*	£387.00		£298.00	£270.00	£60.00*	£628.00		£482.00	£360.00	£60.00*	£902.00	
2,000	£185.00	£204.00	£60.00*	£449.00		£369.00	£306.00	£60.00*	£735.00		£606.00	£408.00	£60.00*	£1,074.00	
3,000	£254.00	£288.00	£60.00*	£602.00		£496.00	£432.00	£60.00*	£988.00		£815.00	£576.00	£60.00*	£1,451.00	
4,000	£330.00	£372.00	£60.00*	£762.00		£636.00	£558.00	£60.00*	£1,254.00		£998.00	£744.00	£60.00*	£1,802.00	
5,000	£368.00	£444.00	£60.00*	£872.00		£707.00	£666.00	£60.00*	£1,433.00		£1,144.00	£888.00	£60.00*	£2,092.00	
7,000	£571.00	£660.00	£60.00*	£1,291.00		£1,083.00	£990.00	£60.00*	£2,133.00		£1,773.00	£1,320.00	£60.00*	£3,153.00	
10,000	£704.00	£900.00	£60.00*	£1,664.00		£1,329.00	£1,350.00	£60.00*	£2,739.00		£2,147.00	£1,800.00	£60.00*	£4,007.00	
12,000	£858.00	£1,080.00	£60.00*	£1,998.00		£1,612.00	£1,620.00	£60.00*	£3,292.00		£2,518.00	£2,160.00	£60.00*	£4,738.00	
15,000	£1,111.00	£1,320.00	£60.00*	£2,491.00		£2,080.00	£1,980.00	£60.00*	£4,120.00		£3,342.00	£2,640.00	£60.00*	£6,042.00	
20,000	£1,428.00	£1,740.00	£60.00*	£3,228.00		£2,667.00	£2,610.00	£60.00*	£5,337.00		£4,187.00	£3,480.00	£60.00*	£7,727.00	
25,000	£1,840.00	£2,160.00	£60.00*	£4,060.00		£3,430.00	£3,240.00	£60.00*	£6,730.00		£5,220.00	£4,320.00	£60.00*	£9,600.00	
35,000	£2,490.00	£3,000.00	£60.00*	£5,550.00		£4,631.00	£4,500.00	£60.00*	£9,191.00		£7,388.00	£6,000.00	£60.00*	£13,448.00	
45,000	£3,274.00	£3,840.00	£60.00*	£7,174.00		£6,081.00	£5,760.00	£60.00*	£11,901.00		£9,241.00	£7,680.00	£60.00*	£16,981.00	
60,000	£4,285.00	£5,040.00	£60.00*	£9,385.00		£7,969.00	£7,560.00	£60.00*	£15,589.00		£12,116.00	£10,080.00	£60.00*	£22,256.00	
75,000	£5,346.00	£6,300.00	£60.00*	£11,706.00		£9,951.00	£9,450.00	£60.00*	£19,461.00		£15,135.00	£12,600.00	£60.00*	£27,795.00	
100,000	£7,114.00	£8,400.00	£60.00*	£15,574.00		£13,255.00	£12,600.00	£60.00*	£25,915.00		£20,167.00	£16,800.00	£60.00*	£37,027.00	
Sharer	£58.00	£36.00	£60.00*	£154.00		£113.00	£54.00	£60.00*	£227.00		£156.00	£72.00	£60.00*	£288.00	

£40.00 handset bonus is assumed in the upfront commission.
Connections using generic kit will result in a £10.00 deduction from the main price plan commission

Business Sense - Data Allowance (Step 2)

	30 Day			24 month				
	Upfront Commission	Advance Rev Share		Upfront Commission	Advance Rev Share	Total		
250MB Data Bundle	£0.00	£0.00	20% paid monthly	500MB Data Bundle (Smartphone/iPhone)	£0.00	£20.40	£20.40	20% overspend paid monthly
500MB Data Bundle (Smartphone/iPhone)	£0.00	£0.00		750MB Data Bundle (Smartphone/iPhone)	£0.00	£31.20	£31.20	
500MB Data Bundle (BIS/BESX)	£0.00	£0.00						
750MB Data Bundle (Smartphone/iPhone)	£0.00	£0.00						

Business Sense - Chargeable Flexible Extras (Step 5)

	30 Day			30 Day			
	Upfront Commission	Advance Rev Share		Upfront Commission	Advance Rev Share		
Unlimited Orange to Orange Calls	£0.00	£0.00	20% paid monthly	3GB Mobile Browsing	£0.00	£0.00	20% paid monthly
Unlimited UK Landline calls	£0.00	£0.00		5GB Mobile Browsing	£0.00	£0.00	
Unlimited texts	£0.00	£0.00		10GB Mobile Browsing	£0.00	£0.00	
Calling while abroad- 30 Mins	£0.00	£0.00		International Calling - 100 IDD Mins	£0.00	£0.00	
Calling while abroad- 120 Mins	£0.00	£0.00		International Calling - 400 IDD Mins	£0.00	£0.00	
Calling while abroad- 250 Mins	£0.00	£0.00		International Calling - 900 IDD Mins	£0.00	£0.00	
500MB Mobile Browsing	£0.00	£0.00		Orange Care	£0.00	£0.00	
1GB Mobile Browsing	£0.00	£0.00					

Sharer Airtime Credit Bundles - Business Sense Only

	12 month				20% overspend paid monthly	18 month				20% overspend paid monthly	24 month				20% overspend paid monthly
	Upfront Commission	Advance Rev Share	Bonus	Total		Upfront Commission	Advance Rev Share	Bonus	Total		Upfront Commission	Advance Rev Share	Bonus	Total	
£1 Discount	£50.00	£33.60	£60.00*	£143.60		£100.00	£50.40	£60.00*	£210.40		£139.00	£67.20	£60.00*	£266.20	
£2 Discount	£41.00	£31.20	£60.00*	£132.20		£88.00	£46.80	£60.00*	£194.80		£122.00	£62.40	£60.00*	£244.40	
£3 Discount	£33.00	£28.80	£60.00*	£121.80		£75.00	£43.20	£60.00*	£178.20		£106.00	£57.60	£60.00*	£223.60	
£4 Discount	£24.00	£26.40	£60.00*	£110.40		£63.00	£39.60	£60.00*	£162.60		£89.00	£52.80	£60.00*	£201.80	
£5 Discount	£16.00	£24.00	£60.00*	£100.00		£50.00	£36.00	£60.00*	£146.00		£72.00	£48.00	£60.00*	£180.00	

Applying Sharer Airtime Credit Bundles will reduce your upfront commission and Advanced Revenue Share for new connections

Text Bundles

	30 Day Single		20% paid monthly	30 Day Group		20% paid monthly	12/18/24 Month Single		20% paid monthly	12/18/24 Month Group		20% paid monthly
	Upfront Commission	Advance Rev Share		Upfront Commission	Advance Rev Share		Upfront Commission	Advance Rev Share		Upfront Commission	Advance Rev Share	
Text 250	£0.00	£0.00		£0.00	£0.00		£0.00	£0.00		£0.00	£0.00	
Text 500	£0.00	£0.00		£0.00	£0.00		£0.00	£0.00		£0.00	£0.00	
Text 1,000	£0.00	£0.00		£0.00	£0.00		n/a	£0.00		£0.00	£0.00	
Text 5,000	£0.00	£0.00		£0.00	£0.00		n/a	£0.00		£0.00	£0.00	
Text Unlimited	£0.00	£0.00		£0.00	£0.00		£0.00	£0.00		n/a	£0.00	

Chargeable Add Ons

BlackBerry

	12 month			20% overspend paid monthly	18 month			20% overspend paid monthly	24 month			20% overspend paid monthly
	Upfront Commission	Advance Rev Share	Total		Upfront Commission	Advance Rev Share	Total		Upfront Commission	Advance Rev Share	Total	
BlackBerry Abroad - Europe	£18.00	£28.80	£46.80		£24.00	£43.20	£67.20		£36.00	£57.60	£93.60	
BlackBerry Abroad - World	£20.00	£48.00	£68.00		£20.00	£72.00	£92.00		£20.00	£96.00	£116.00	
BIS & BESX 500MB	£0.00	£12.00	£12.00		£5.00	£18.00	£23.00		£7.50	£24.00	£31.50	
BIS & BESX 750MB with WiFi	£5.00	£18.00	£23.00		£10.00	£27.00	£37.00		£20.00	£36.00	£56.00	
BES 750MB with WiFi	£15.00	£36.00	£51.00		£27.00	£54.00	£81.00		£40.00	£72.00	£112.00	

No upfront commission is paid on Blackberrys added at point of upgrade - only on new connections

Travel

	30 Day		20% paid monthly	12 month			20% overspend paid monthly
	Upfront Commission	Advance Rev Share		Upfront Commission	Advance Rev Share	Total	
Europe Traveller	£0.00	£0.00		£0.00	£9.60	£9.60	
Business World Traveller	£0.00	£0.00		£0.00	£12.00	£12.00	

Photo Messaging

	30 Day		20% paid monthly
	Upfront Commission	Advance Rev Share	
Photo 15	£0.00	£0.00	
Photo 30	£0.00	£0.00	
Photo 60	£0.00	£0.00	

Email Plans

	30 Day		20% paid monthly	12 month			20% overspend paid monthly
	Upfront Commission	Advance Rev Share		Upfront Commission	Advance Rev Share	Total	
Nokia Mail	£0.00	£0.00		£16.38	£39.31	£55.69	
Mobile Mail	£0.00	£0.00		£10.00	£24.00	£34.00	
Microsoft Mail Data Only				£0.00	£10.22	£10.22	
Microsoft Mail SIM Only							
Microsoft Mail Bundle							

Roaming Data

	30 Day		20% paid monthly	12 Month			20% overspend paid monthly
	Upfront Commission	Advance Rev Share		Upfront Commission	Advance Rev Share	Total	
Email & Internet Europe	£0.00	£0.00		£0.00	£20.40	£20.40	
Email & Internet UK & Europe	£0.00	£0.00		£0.00	£52.80	£52.80	
Email & Internet World	£0.00	£0.00		£0.00	£60.00	£60.00	
Email & Internet UK & World	£0.00	£0.00		£0.00	£72.00	£72.00	

iPhone/iPad

iPhone

	24 month			20% overspend paid monthly
	Upfront Commission	+ Advance Rev Share	= Total	
Orange Care 12	£0.00	£57.60	£57.60	
Internet Tethering Bolt On - 500MB Data	£0.00	£24.00	£24.00	
Internet Tethering Bolt On - Unlimited Data	£0.00	£72.00	£72.00	
iPhone Europe	£0.00	£120.00	£120.00	
iPhone World	£0.00	£192.00	£192.00	
500MB Data Bundle (Smartphone/iPhone)	£0.00	£20.40	£20.40	
750MB Data Bundle (Smartphone/iPhone)	£0.00	£31.20	£31.20	

iPhone

	30 Day		20% paid monthly
	Upfront Commission	+ Advance Rev Share	
500MB Data Bundle (Smartphone/iPhone)	£0.00	£0.00	
750MB Data Bundle (Smartphone/iPhone)	£0.00	£0.00	

iPad

	24 Month			20% overspend paid monthly
	Upfront Commission	+ Advance Rev Share	= Total	
24 Month 2GB & WiFi	£75.00	£108.00	£183.00	

iPad

	30 Day		20% paid monthly
	Upfront Commission	+ Advance Rev Share	
30 Day 3GB & WiFi	£0.00	£0.00	
30 Day 10 GB & WiFi	£0.00	£0.00	

Data

Mobile Broadband

	30 Day		20% paid monthly	12 month			20% overspend paid monthly	24 month			20% overspend paid monthly
	Upfront Commission	+ Advance Rev Share		Upfront Commission	+ Advance Rev Share	= Total		Upfront Commission	+ Advance Rev Share	= Total	
Standalone 1GB	£0.00	£0.00		£20.00	£24.00	£44.00		£32.50	£36.00	£68.50	
Standalone 3GB	£0.00	£0.00		£35.00	£42.00	£77.00		£32.50	£60.00	£92.50	
Standalone 10GB	£0.00	£0.00		£75.00	£72.00	£147.00		£75.00	£120.00	£195.00	
Business Everywhere UK & Abroad - Europe 3GB	n/a	n/a		n/a	n/a	n/a		£10.00	£276.00	£286.00	
Business Everywhere UK & Abroad - Europe 10GB	n/a	n/a		n/a	n/a	n/a		£10.00	£336.00	£346.00	
Business Everywhere UK & Abroad - Global 3GB	n/a	n/a		n/a	n/a	n/a		£10.00	£396.00	£406.00	
Business Everywhere UK & Abroad - Global 10GB	n/a	n/a		n/a	n/a	n/a		£10.00	£456.00	£466.00	

Data Plans

	30 Day		20% paid monthly	12 month			20% overspend paid monthly	24 month			20% overspend paid monthly
	Upfront Commission	+ Advance Rev Share		Upfront Commission	+ Advance Rev Share	= Total		Upfront Commission	+ Advance Rev Share	= Total	
Data Bundle 500MB (Handset/tethering)	£0.00	£0.00		n/a	n/a	n/a		£0.00	£20.40	£20.40	
Data Bundle 1GB (Handset/tethering)	£0.00	£0.00		£20.00	£24.00	£44.00		£32.50	£36.00	£68.50	
Data Bundle 3GB (Handset/tethering)	£0.00	£0.00		£35.00	£42.00	£77.00		£32.50	£60.00	£92.50	
Data Bundle 10GB (Handset/tethering)	£0.00	£0.00		£75.00	£72.00	£147.00		£75.00	£120.00	£195.00	

Pocket Landline

	12/18/24 Month	
	Upfront Commission	= Total
Pocket Landline 1 to 1	£70.00	£70.00
Pocket Landline Many to 1	£70.00	£70.00
Pocket Landline 1 to Many (up to 5 mobiles)	£40.00	£40.00
Pocket Landline 1 to Many (up to 10 mobiles)	£20.00	£20.00

Maps Professional

	12/18/24 Month			20% overspend paid monthly
	Upfront Commission	+ Advance Rev Share	= Total	
Maps Professional 30 Day	£0.00	£0.00	£0.00	
Maps Professional 12 Months	£0.00	£15.32	£15.32	
Maps Professional 18 Months	£0.00	£22.98	£22.98	
Maps Professional 24 Months	£0.00	£30.64	£30.64	

Legacy - New Connections

	18 month				20% overspend paid monthly	24 month				20% overspend paid monthly
	Upfront Commission	+ Advance Rev Share	+ Bonus	= Total		Upfront Commission	+ Advance Rev Share	+ Bonus	= Total	
Venture Sharer	£113.00	£54.00	£60.00*	£227.00		£156.00	£72.00	£60.00*	£288.00	
Momentum Sharer	£74.00	£45.00	£60.00*	£179.00		£102.00	£60.00	£60.00*	£222.00	
Business Sense Sharer - Options	£113.00	£54.00	£60.00*	£227.00		£156.00	£72.00	£60.00*	£288.00	
Business Sense Sharer - Discount	£113.00	£54.00	£60.00*	£227.00		£102.00	£61.00	£60.00*	£223.20	



*£60 bonus included on each NEW Business connection! Applicable to Business Solo, Sense, Plus, Venture and Momentum tariffs only, on new connections made until 31st December 2011

Business Upgrades

Small Business Handset Upgrades

	12 month		+	18 month		+	24 month		+	20% overspend paid monthly
	Upfront Commission	Advance Rev Share		Upfront Commission	Advance Rev Share		Upfront Commission	Advance Rev Share		
Band 1	£19.00	£0.00		£37.00	£0.00		£55.00	£0.00		
Band 2	£86.00	£0.00		£145.00	£0.00		£182.00	£0.00		
Band 3	£105.00	£0.00		£179.00	£0.00		£227.00	£0.00		
Band 4	£117.00	£0.00		£193.00	£0.00		£298.00	£0.00		
Band 5	£169.00	£0.00		£218.00	£0.00		£350.00	£0.00		

For non-handset upgrades, please use Corporate Upgrade table on page 15.

Sharer Airtime Credit Bundles - Business Sense Only

	12 month		+	18 month		+	24 Month		+	20% overspend paid monthly
	Upfront Commission	Advance Rev Share		Upfront Commission	Advance Rev Share		Upfront Commission	Advance Rev Share		
£1 Discount	-£8.00	£0.00		-£13.00	£0.00		-£17.00	£0.00		
£2 Discount	-£17.00	£0.00		-£25.00	£0.00		-£34.00	£0.00		
£3 Discount	-£25.00	£0.00		-£38.00	£0.00		-£50.00	£0.00		
£4 Discount	-£34.00	£0.00		-£50.00	£0.00		-£67.00	£0.00		
£5 Discount	-£42.00	£0.00		-£63.00	£0.00		-£84.00	£0.00		

Please note when applying Sharer Airtime Credit Bundles at the point of upgrade the upfront commission will be reduced

Corporate Non-handset Upgrades

Business Solo	18 month non-handset			+	24 month non handset			+	20% overspend paid monthly
	Upfront Commission	Advance Rev Share	Total		Upfront Commission	Advance Rev Share	Total		
25	£40.00	£90.00	£130.00		£120.00	£120.00	£240.00		
30	£48.00	£108.00	£156.00		£140.00	£144.00	£284.00		
35	£56.00	£126.00	£182.00		£168.00	£168.00	£336.00		
40	£135.00	£144.00	£279.00		£203.00	£192.00	£395.00		
45	£140.00	£162.00	£302.00		£232.00	£216.00	£448.00		
Unlimited	£-10.00	£216.00	£206.00		£28.00	£264.00	£292.00		

Corporate Handset Upgrades

Business Solo	18 month			+	24 month			+	20% overspend paid monthly
	Upfront Commission	Advance Rev Share	Total		Upfront Commission	Advance Rev Share	Total		
25	£105.00	£90.00	£195.00		£157.00	£120.00	£277.00		
30	£122.00	£108.00	£230.00		£180.00	£144.00	£324.00		
35	£137.00	£126.00	£263.00		£201.00	£168.00	£369.00		
40	£156.00	£144.00	£300.00		£231.00	£192.00	£423.00		
45	£175.00	£162.00	£337.00		£259.00	£216.00	£475.00		
Unlimited	£26.00	£216.00	£242.00		£56.00	£264.00	£320.00		

Business Upgrades

Corporate Upgrades

Business Sense - Non Handset

	12 month non handset				18 month non handset				24 month non handset		
	Upfront Commission	Advance Rev Share	Total		Upfront Commission	Advance Rev Share	Total		Upfront Commission	Advance Rev Share	Total
500	£14.00	£72.00	£86.00	20% overspend paid monthly	£28.00	£108.00	£136.00	20% overspend paid monthly	£137.00	£144.00	£281.00
750	£22.00	£96.00	£118.00		£40.00	£144.00	£184.00		£191.00	£192.00	£383.00
1,000	£29.00	£120.00	£149.00		£51.00	£180.00	£231.00		£240.00	£240.00	£480.00
1,500	£40.00	£180.00	£220.00		£69.00	£270.00	£339.00		£245.00	£360.00	£605.00
2,000	£52.00	£204.00	£256.00		£87.00	£306.00	£393.00		£308.00	£408.00	£716.00
3,000	£74.00	£288.00	£362.00		£108.00	£432.00	£540.00		£413.00	£576.00	£989.00
4,000	£98.00	£372.00	£470.00		£158.00	£558.00	£716.00		£505.00	£744.00	£1,249.00
5,000	£110.00	£444.00	£554.00		£177.00	£666.00	£843.00		£579.00	£888.00	£1,467.00
7,000	£174.00	£660.00	£834.00		£249.00	£990.00	£1,239.00		£595.00	£1,320.00	£1,915.00
10,000	£216.00	£900.00	£1,116.00		£341.00	£1,350.00	£1,691.00		£598.00	£1,800.00	£2,398.00
12,000	£264.00	£1,080.00	£1,344.00		£416.00	£1,620.00	£2,036.00		£629.00	£2,160.00	£2,789.00
15,000	£344.00	£1,320.00	£1,664.00		£455.00	£1,980.00	£2,435.00		£672.00	£2,640.00	£3,312.00
20,000	£351.00	£1,740.00	£2,091.00		£587.00	£2,610.00	£3,197.00		£846.00	£3,480.00	£4,326.00
25,000	£455.00	£2,160.00	£2,615.00		£758.00	£3,240.00	£3,998.00		£1,057.00	£4,320.00	£5,377.00
35,000	£619.00	£3,000.00	£3,619.00		£1,027.00	£4,500.00	£5,527.00		£1,502.00	£6,000.00	£7,502.00
45,000	£816.00	£3,840.00	£4,656.00		£1,353.00	£5,760.00	£7,113.00		£1,882.00	£7,680.00	£9,562.00
Sharers	£45.00	£36.00	£81.00	£10.00	£54.00	£64.00	£45.00	£72.00	£117.00		

Business Sense - Handset

	12 month				18 month				24 month		
	Upfront Commission	Advance Rev Share	Total		Upfront Commission	Advance Rev Share	Total		Upfront Commission	Advance Rev Share	Total
500	£37.00	£72.00	£109.00	20% overspend paid monthly	£95.00	£108.00	£203.00	20% overspend paid monthly	£202.00	£144.00	£346.00
750	£49.00	£96.00	£145.00		£122.00	£144.00	£266.00		£257.00	£192.00	£449.00
1,000	£61.00	£120.00	£181.00		£149.00	£180.00	£329.00		£306.00	£240.00	£546.00
1,500	£78.00	£180.00	£258.00		£188.00	£270.00	£458.00		£345.00	£360.00	£705.00
2,000	£97.00	£204.00	£301.00		£231.00	£306.00	£537.00		£431.00	£408.00	£839.00
3,000	£132.00	£288.00	£420.00		£306.00	£432.00	£738.00		£575.00	£576.00	£1,151.00
4,000	£170.00	£372.00	£542.00		£390.00	£558.00	£948.00		£701.00	£744.00	£1,445.00
5,000	£189.00	£444.00	£633.00		£433.00	£666.00	£1,099.00		£802.00	£888.00	£1,690.00
7,000	£291.00	£660.00	£951.00		£659.00	£990.00	£1,649.00		£1,236.00	£1,320.00	£2,556.00
10,000	£357.00	£900.00	£1,257.00		£806.00	£1,350.00	£2,156.00		£1,494.00	£1,800.00	£3,294.00
12,000	£434.00	£1,080.00	£1,514.00		£976.00	£1,620.00	£2,596.00		£1,571.00	£2,160.00	£3,731.00
15,000	£560.00	£1,320.00	£1,880.00		£1,066.00	£1,980.00	£3,046.00		£1,676.00	£2,640.00	£4,316.00
20,000	£572.00	£1,740.00	£2,312.00		£1,366.00	£2,610.00	£3,976.00		£2,098.00	£3,480.00	£5,578.00
25,000	£737.00	£2,160.00	£2,897.00		£1,755.00	£3,240.00	£4,995.00		£2,615.00	£4,320.00	£6,935.00
35,000	£997.00	£3,000.00	£3,997.00		£2,367.00	£4,500.00	£6,867.00		£3,699.00	£6,000.00	£9,699.00
45,000	£1,311.00	£3,840.00	£5,151.00		£3,107.00	£5,760.00	£8,867.00		£4,626.00	£7,680.00	£12,306.00
Sharers	£87.00	£36.00	£123.00	£125.00	£54.00	£179.00	£145.00	£72.00	£217.00		

If a tariff is not listed in the above tables then the upfront commission will be zero - this includes legacy versions.

Animal Plans

18 Month

	Upfront Commission	Advance Rev Share	Total
Racoon 20.5	£72.00	£61.49	£46.51
Racoon 26	£90.00	£78.01	£61.49
Racoon 31	£105.00	£92.99	£78.01
Canary 15.5	£40.00	£46.51	£92.99
Canary 20.5	£72.00	£61.49	£108.00
Canary 26	£90.00	£78.01	£123.01
Canary 31	£105.00	£92.99	£137.99
Dolphin 15.5	£40.00	£46.51	£61.49
Dolphin 20.5	£72.00	£61.49	£78.01
Dolphin 26	£90.00	£78.01	£92.99
Dolphin 31	£105.00	£92.99	£61.49
Dolphin 36	£120.00	£108.00	£78.01
Dolphin 41	£130.00	£123.01	£92.99
Dolphin 46	£140.00	£137.99	£108.00
Panther 20.5	£72.00	£61.49	£123.01
Panther 26	£90.00	£78.01	£137.99
Panther 31	£105.00	£92.99	£153.00
Panther 36	£120.00	£108.00	£198.00
Panther 41	£130.00	£123.01	£46.51
Panther 46	£140.00	£137.99	£61.49
Panther 51	£140.00	£153.00	£78.01
Panther 66	£140.00	£198.00	£92.99

20% overspend paid monthly

24 Month

	Upfront Commission	Advance Rev Share	Total
Racoon 15.5	£40.00	£62.02	£102.02
Racoon 20.5	£80.00	£81.98	£161.98
Racoon 26	£100.00	£104.02	£204.02
Canary 10.5	£40.00	£42.00	£82.00
Canary 15.5	£40.00	£62.02	£102.02
Canary 20.5	£80.00	£81.98	£161.98
Canary 26	£100.00	£104.02	£204.02
Dolphin 10.5	£40.00	£42.00	£82.00
Dolphin 15.5	£40.00	£62.02	£102.02
Dolphin 20.5	£80.00	£81.98	£161.98
Dolphin 26	£100.00	£104.02	£204.02
Dolphin 31	£140.00	£123.98	£263.98
Dolphin 36	£170.00	£144.00	£314.00
Dolphin 41	£175.00	£164.02	£339.02
Panther 15.5	£40.00	£62.02	£102.02
Panther 20.5	£80.00	£81.98	£161.98
Panther 26	£100.00	£104.02	£204.02
Panther 31	£140.00	£123.98	£263.98
Panther 36	£170.00	£144.00	£314.00
Panther 41	£175.00	£164.02	£339.02
Panther 46	£175.00	£183.98	£358.98
Panther 61	£175.00	£243.98	£418.98

20% overspend paid monthly

SIM Only

	30 Day	
	Upfront Commission	Advance Rev Share
Canary 10	£0.00	£0.00
Canary 15	£0.00	£0.00
Canary 20	£0.00	£0.00
Canary 25	£0.00	£0.00
Canary 30	£0.00	£0.00

20% paid monthly

Consumer Bolt Ons

BlackBerry

	12 month	20% overspend paid monthly	18 month	20% overspend paid monthly	24 month	20% overspend paid monthly
	Upfront Commission		Upfront Commission		Upfront Commission	
BlackBerry Internet Solution	£10.01		£15.01		£20.02	

Messaging/Data

	Upfront Commission	Advance Rev Share	Total
Photo 15	£0.00	£6.12	£6.12
Photo 50	£0.00	£15.34	£15.34
Photo 100	£0.00	£30.62	£30.62
Unlimited UK Text Bundle	£0.00	£30.60	£30.60
Unlimited UK Landline Bundle	£0.00	£15.31	£15.31
£5 500MB Data Bundle	£0.00	£15.01	£15.01
£10 1GB Data Bundle	£0.00	£40.85	£40.85

20% overspend paid monthly

Consumer Upgrades

18 Month

	Upfront Commission	+ Advance Rev Share	= Total
Racoon 20.5	£45.00	£61.49	£106.49
Racoon 26	£55.00	£78.01	£133.01
Racoon 31	£65.00	£92.99	£157.99
Canary 15.5	£35.00	£46.51	£81.51
Canary 20.5	£45.00	£61.49	£106.49
Canary 26	£55.00	£78.01	£133.01
Canary 31	£65.00	£92.99	£157.99
Dolphin 15.5	£35.00	£46.51	£81.51
Dolphin 20.5	£45.00	£61.49	£106.49
Dolphin 26	£55.00	£78.01	£133.01
Dolphin 31	£65.00	£92.99	£157.99
Dolphin 36	£75.00	£108.00	£183.00
Dolphin 41	£85.00	£123.01	£208.01
Dolphin 46	£95.00	£137.99	£232.99
Panther 20.5	£45.00	£61.49	£106.49
Panther 26	£55.00	£78.01	£133.01
Panther 31	£65.00	£92.99	£157.99
Panther 36	£75.00	£108.00	£183.00
Panther 41	£85.00	£123.01	£208.01
Panther 46	£95.00	£137.99	£232.99
Panther 51	£95.00	£153.00	£248.00
Panther 66	£105.00	£198.00	£303.00

20% overspend paid monthly

24 Month

	Upfront Commission	+ Advance Rev Share	= Total
Racoon 15.5	£60.00	£62.02	£122.02
Racoon 20.5	£70.00	£81.98	£151.98
Racoon 26	£85.00	£104.02	£189.02
Canary 10.5	£40.00	£42.00	£82.00
Canary 15.5	£60.00	£62.02	£122.02
Canary 20.5	£70.00	£81.98	£151.98
Canary 26	£85.00	£104.02	£189.02
Dolphin 10.5	£40.00	£42.00	£82.00
Dolphin 15.5	£60.00	£62.02	£122.02
Dolphin 20.5	£70.00	£81.98	£151.98
Dolphin 26	£85.00	£104.02	£189.02
Dolphin 31	£105.00	£123.98	£228.98
Dolphin 36	£125.00	£144.00	£269.00
Dolphin 41	£50.00	£164.02	£214.02
Panther 15.5	£60.00	£62.02	£122.02
Panther 20.5	£70.00	£81.98	£151.98
Panther 26	£85.00	£104.02	£189.02
Panther 31	£105.00	£123.98	£228.98
Panther 36	£125.00	£144.00	£269.00
Panther 41	£145.00	£164.02	£309.02
Panther 46	£165.00	£183.98	£348.98
Panther 61	£185.00	£243.98	£428.98

20% overspend paid monthly

Consumer upgrades using generic kit will result in a £40.00 deduction from the main price plan commission.



Clawback Rules

Updated Clawback Rules

Orange has improved the claw back regime to reflect the transition to the Revenue Share model.

Fraud

100% of any revenue share advance and 100% of upfront monies clawed back. 50% of upfront repaid on production of validated, acceptable proofs. Any revenue share will also be clawed back, where bills remain unpaid.

Bad Debt

100% of any outstanding revenue share advance will be clawed back. 50% of upfront commission will be clawed back where disconnection within 120 days of connection. Any revenue share paid in respect of unpaid bills will be clawed back.

. . T . . Mobile .

Up
to 40%
Monthly
Revenue
Share

T-Mobile Commission Scheme

For **NEW** connections, Avenir Telecom will pay as follows:

1. Upfront commission
PLUS
2. Monthly Revenue Share of up to **40%** of all contractual products (line rental and add ons) sold for entire contract term, i.e. 18, 24 or 36 months.

NEW Connection Example:

Based on 24 Month Contract with 1 x Minute Bundle and 5 Users with BES Express:

Business 1-Plan 2000 Minute Bundle:

Upfront = £501.00
PLUS

Business Users x 5:

Upfront £205 x 5 = £1,025.00
PLUS

BES Express

Upfront £40 x 5 = £200.00

Total Upfront Commission Payable: = £1,726.00

PLUS

20% Monthly Revenue Share

For non-handset **UPGRADES**, Avenir Telecom will pay as follows:

1. Airtime Subsidy

Non-Handset UPGRADE Example:

24 month non-handset upgrade:

Airtime subsidy = £130.00

Total Commission Payable: = £130.00

For handset **UPGRADES**, Avenir Telecom will pay as follows:

See table on page 21.

UPGRADE Example 1 - 24 Months:

End User quoted Cash Value Renewal = £89.99

End User requires BlackBerry® Curve™ 9300
Upgrade RRP = £129.99

24 Month Upgrade Commission = £244.99
MINUS

BlackBerry® Curve™ 9300 Trade Price = £205.00

Total Commission Payable = £39.99

UPGRADE Example 2 - 24 Months:

End User quoted Cash Value Renewal = £179.99

End User requires BlackBerry® Curve™ 9300
Upgrade RRP = £129.99

(When Cash Value Renewal is higher than Upgrade RRP, Cash Value Renewal changes to match the lower Upgrade RRP of the handset chosen, i.e BlackBerry® Curve™ 9300)

24 Month Upgrade Commission = £278.33
MINUS

BlackBerry® Curve™ 9300 Trade Price = £205.00

Total Commission Payable = £73.33

Full listings of all upgrade commissions can be found on page 21/22.

T-Mobile Commissions Business Plans

Business Pay Monthly

	6 Month Total Payable	20% Monthly Revenue Share	12 Month Total Payable	20% Monthly Revenue Share	18 Month Total Payable	20% Monthly Revenue Share	24 Month Total Payable	20% Monthly Revenue Share
Business Pay Monthly 15	n/a		n/a		n/a		£46.00	
Business Pay Monthly 20	n/a		n/a		£92.00		£112.00	
Business Pay Monthly 25	£60.00	+	£70.00	+	£137.00	+	£181.00	+
Business Pay Monthly 30	£80.00		£100.00		£176.00		£161.00	
Business Pay Monthly 35	n/a		£120.00		£255.00		£215.00	
Business Pay Monthly 40	n/a		£145.00		£215.00		£357.00	
Business Pay Monthly 45	n/a		£175.00		£321.00		£410.00	
Business Pay Monthly 50	n/a		n/a		£410.00		n/a	

Business SIM Only

	30 Day Total Payable	40% Monthly Revenue Share	12 Month Total Payable	30% Monthly Revenue Share
Business SIM 15	£0.00	+	£0.00	+
Business SIM 20	£0.00		£14.00	
Business SIM 25	£0.00		£22.00	
Business SIM 30	£0.00		£44.00	

Minus £10 if using generic stock

Business One Plan

	12 Month Total Payable Per User	20% Monthly Revenue Share	18 Month Total Payable Per User	20% Monthly Revenue Share	24 Month Total Payable Per User	20% Monthly Revenue Share	36 Month Total Payable Per User	20% Monthly Revenue Share
User	£77.00		£197.00		£205.00		£260.00	
User Discount (£7.50)	£2.00		n/a		£50.00		n/a	
User Discount (£10.00)	£26.00		n/a		£100.00		n/a	
250 Minutes	£64.00		£64.00		n/a		n/a	
500 Minutes	£133.00		£133.00		£125.00		£160.00	
750 Minutes	£201.00		£201.00		£188.00		£241.00	
1,000 Minutes	£295.00		£295.00		£261.00		£331.00	
1,500 Minutes	£429.00		£429.00		£382.00		£487.00	
2,000 Minutes	£560.00		£560.00		£501.00		£642.00	
3,000 Minutes	£827.00		£827.00		£742.00		£953.00	
4,000 Minutes	£1,090.00		£1,090.00		£981.00		£1,262.00	
5,000 Minutes	£1,344.00		£1,344.00		£1,214.00		£1,566.00	
6,000 Minutes	£1,394.00	+	£1,394.00	+	£1,483.00	+	£1,945.00	+
7,000 Minutes	£1,618.00		£1,618.00		£1,724.00		£2,263.00	
8,000 Minutes	£1,837.00		£1,837.00		£1,961.00		£2,577.00	
9,000 Minutes	£2,049.00		£2,049.00		£2,193.00		£2,886.00	
10,000 Minutes	£2,259.00		£2,259.00		£2,422.00		£3,192.00	
15,000 Minutes	£3,370.00		£3,370.00		£3,516.00		£4,638.00	
20,000 Minutes	£4,487.00		£4,487.00		£4,684.00		£6,180.00	
25,000 Minutes	£5,603.00		£5,603.00		£5,853.00		£7,723.00	
30,000 Minutes	£6,657.00		£6,657.00		£6,971.00		£9,215.00	
40,000 Minutes	£8,643.00		£8,643.00		£9,121.00		£12,113.00	
50,000 Minutes	£10,752.00		£10,752.00		£11,363.00		£15,103.00	
60,000 Minutes	n/a		n/a		£13,287.00		£17,775.00	
80,000 Minutes	n/a		n/a		£17,517.00		£23,501.00	
100,000 Minutes	n/a		n/a		£21,648.00		£29,128.00	

Minus £10 if using generic stock



Where no handset is used, the price plan connection bonus will be reduced by £40.

Shared Bundles

	Total Payable	+ 20% Monthly Revenue Share
125 Europe Roaming Minutes	£0.00	
250 Europe Roaming Minutes	£0.00	
500 Europe Roaming Minutes	£0.00	
1,250 Europe Roaming Minutes	£0.00	

	Total Payable	+ 20% Monthly Revenue Share
2,500 Europe Roaming Minutes	£0.00	
5,000 Europe Roaming Minutes	£0.00	
Shared Email & Internet 1GB SIM Only	£0.00	
Shared Email & Internet 1GB 24 Month	£0.00	

Boosters

Flexible Boosters

	Total Payable	+ 20% Monthly Revenue Share
3,000 Texts	£8.00	
3,000 Landline	£8.00	
Unlimited Internet	£8.00	
3,000 T-Mobile Talk	£8.00	
BlackBerry Email and Internet (BIS)	£8.00	
Euro 5 Talk & Text	£8.00	
Euro 10 Talk & Text	£8.00	
USA & Canada Talk	£8.00	
Europe & Australasia Talk	£8.00	
International Text Booster	£8.00	

Travel

	Total Payable	+ 20% Monthly Revenue Share
BlackBerry Worldwide Roaming	£0.00	
Euro Internet 3MB	£0.00	
Euro Internet 20MB	£0.00	
Euro Internet 50MB	£0.00	

BlackBerry

	30 Day Total Payable	+ 20% Monthly Revenue Share	6 Month Total Payable	+ 20% Monthly Revenue Share	12 Month Total Payable	+ 20% Monthly Revenue Share	18 Month Total Payable	+ 20% Monthly Revenue Share	24 Month Total Payable	+ 20% Monthly Revenue Share
BlackBerry Email Booster	n/a		n/a		n/a		n/a		n/a	
BIS/BES Express & Internet	£8.00		n/a		£20.00		n/a		£30.00	
BES Express & Internet with support	n/a		£8.00		£15.00		n/a		£40.00	
BES & Internet	£16.00		n/a		£35.00		n/a		£80.00	
World Email BlackBerry	£0.00		£0.00		£0.00		£0.00		£0.00	

Email & Internet

	30 Day Total Payable	+ 20% Monthly Revenue Share	18 Month Total Payable	+ 20% Monthly Revenue Share	24 Month Total Payable	+ 20% Monthly Revenue Share
Business Email & Internet Existing Customers	£0.00		n/a		n/a	
Business Email & Internet 500MB	£8.00		£25.00		£30.00	
Business Email & Internet 1GB	£8.00		£53.00		£80.00	
iPhone for Business 1-Plan	£0.00		£0.00		£0.00	

Mobile Tethering

	Total Payable	+ 20% Monthly Revenue Share
Mobile Broadband Tethering 1GB	£0.00	
Mobile Broadband Tethering 3GB	£0.00	
Mobile Broadband Tethering 5GB	£0.00	
Mobile Broadband Tethering 10GB	£0.00	
Business Mobile Broadband Option Upgrade	£0.00	

Mobile Broadband

	30 Day Total Payable	+ 30% Monthly Revenue Share	12 Month Total Payable	+ 30% Monthly Revenue Share	18 Month Total Payable	+ 30% Monthly Revenue Share	24 Month Total Payable	+ 30% Monthly Revenue Share
Mobile Broadband 1GB	n/a		n/a		£12.50		£27.50	
Mobile Broadband 3GB	n/a		n/a	£35.00	£58.00			
Mobile Broadband 10GB	n/a		n/a		£60.00			

Upgrades

Non-Handset Upgrades

	Total Payable			
	12 Month	18 Month	24 Month	36 Month
Airtime Subsidy	£55.00	£93.00	£130.00	£205.00

Handset Upgrades

Cash Value Renewal	Months			
	12	18	24	36
£150.00	£5.00	£20.00	£45.00	£95.00
£100.00	£36.67	£61.67	£86.67	£136.67
£75.00	£57.50	£82.50	£107.50	£157.50
£50.00	£78.33	£103.33	£128.33	£178.33
£35.00	£90.83	£115.83	£140.83	£190.83
£0.00	£120.00	£145.00	£170.00	£220.00
£9.99	£128.33	£153.33	£178.33	£228.33
£19.99	£136.66	£161.66	£186.66	£236.66
£29.99	£144.99	£169.99	£194.99	£244.99
£39.99	£153.33	£178.33	£203.33	£253.33
£49.99	£161.66	£186.66	£211.66	£261.66
£59.99	£169.99	£194.99	£219.99	£269.99
£69.99	£178.33	£203.33	£228.33	£278.33
£79.99	£186.66	£211.66	£236.66	£286.66
£89.99	£194.99	£219.99	£244.99	£294.99
£99.99	£203.33	£228.33	£253.33	£303.33
£109.99	£211.66	£236.66	£261.66	£311.66
£119.99	£219.99	£244.99	£269.99	£319.99
£129.99	£228.33	£253.33	£278.33	£328.33
£139.99	£236.66	£261.66	£286.66	£336.66
£149.99	£244.99	£269.99	£294.99	£344.99
£159.99	£253.33	£278.33	£303.33	£353.33
£169.99	£261.66	£286.66	£311.66	£361.66
£179.99	£269.99	£294.99	£319.99	£369.99
£189.99	£278.33	£303.33	£328.33	£378.33
£199.99	£286.66	£311.66	£336.66	£386.66
£209.99	£294.99	£319.99	£344.99	£394.99
£219.99	£303.33	£328.33	£353.33	£403.33
£229.99	£311.66	£336.66	£361.66	£411.66
£239.99	£319.99	£344.99	£369.99	£419.99
£249.99	£328.33	£353.33	£378.33	£428.33

Cash Value Renewal	Months			
	12	18	24	36
£259.99	£336.66	£361.66	£386.66	£436.66
£269.99	£344.99	£369.99	£394.99	£444.99
£279.99	£353.33	£378.33	£403.33	£453.33
£289.99	£361.66	£386.66	£411.66	£461.66
£299.99	£369.99	£394.99	£419.99	£469.99
£309.99	£378.33	£403.33	£428.33	£478.33
£319.99	£386.66	£411.66	£436.66	£486.66
£329.99	£394.99	£419.99	£444.99	£494.99
£339.99	£403.33	£428.33	£453.33	£503.33
£349.99	£411.66	£436.66	£461.66	£511.66
£359.99	£419.99	£444.99	£469.99	£519.99
£369.99	£428.33	£453.33	£478.33	£528.33
£379.99	£436.66	£461.66	£486.66	£536.66
£389.99	£444.99	£469.99	£494.99	£544.99
£399.99	£453.33	£478.33	£503.33	£553.33
£409.99	£461.66	£486.66	£511.66	£561.66
£419.99	£469.99	£494.99	£519.99	£569.99
£429.99	£478.33	£503.33	£528.33	£578.33
£439.99	£486.66	£511.66	£536.66	£586.66
£449.99	£494.99	£519.99	£544.99	£594.99
£459.99	£503.33	£528.33	£553.33	£603.33
£469.99	£511.66	£536.66	£561.66	£611.66
£479.99	£519.99	£544.99	£569.99	£619.99
£489.99	£528.33	£553.33	£578.33	£628.33
£499.99	£536.66	£561.66	£586.66	£636.66
£509.99	£544.99	£569.99	£594.99	£644.99
£519.99	£553.33	£578.33	£603.33	£653.33
£529.99	£561.66	£586.66	£611.66	£661.66
£539.99	£569.99	£594.99	£619.99	£669.99
£549.99	£578.33	£603.33	£628.33	£678.33

T-Mobile sourced handsets are those obtained from T-Mobile and not any purchased via third party
 Total payments for each contract length for Cash Value Renewals
 Minus £10 if using non-T-Mobile handsets

T-Mobile Handset Pricing

	Upgrade RRP	Trade Price
Apple		
iPhone 4 16GB Black/White	£479.99	£440.00
iPhone 4 32GB Black/White	£559.99	£520.00
iPhone 4 64GB Black/White	£639.98	£580.00
BlackBerry®		
BlackBerry® Curve™ 8520	£99.99	£175.00
BlackBerry® Curve™ 9300	£129.99	£205.00
BlackBerry® Curve™ 9300 Smokey Violet	£129.99	£205.00
BlackBerry® Curve™ 9360	£149.99	£217.00
BlackBerry® Bold™ 9780 Black/White	£239.99	£295.00
BlackBerry® Bold™ 9900	£329.99	£217.00
BlackBerry® Torch™ 9800	£309.99	£217.00
BlackBerry® Torch™ 9860	£249.99	£300.00
HTC		
HTC ChaCha	£119.99	£190.00
HTC Desire HD	£279.99	£330.00
HTC Desire S	£249.99	£305.00
HTC Explorer	£59.99	£145.00
HTC Sensation	£329.99	£365.00
HTC Sensation XE	£309.99	£350.00
HTC Wildfire S Black/White	£99.99	£180.00
LG		
LG Optimus Black	£189.99	£255.00
LG Optimus One	£99.99	£180.00
LG Optimus 3D	£319.99	£355.00
Motorola		
Motorola Atrix	£249.99	£300.00
Motorola Defy	£129.99	£203.00

	Upgrade RRP	Trade Price
Nokia		
Nokia 1616	£0.00	£45.00
Nokia 2323 AV	£0.00	£55.00
Nokia C1-01	£0.00	£55.00
Nokia C2-01	£0.00	£75.00
Nokia C3-01	£39.99	£125.00
Nokia 700	£79.99	£223.00
Nokia E6	£179.99	£242.00
Nokia N8	£189.99	£255.00
Nokia 800	£269.99	£317.00
Samsung		
Samsung Ace (Cooper)	£119.99	£195.00
Samsung B2710 Solid Immerse	£9.99	£105.00
Samsung Galaxy S II	£339.99	£380.00
Samsung Galaxy Mini	£39.99	£123.00
Sony Ericsson		
Sony Ericsson Arc	£299.99	£340.00
Sony Ericsson Neo	£209.99	£265.00
Sony Ericsson Neo V	£119.99	£195.00
Sony Ericsson X8	£59.99	£145.00
Sony Ericsson Xperia Mini Pro	£99.99	£180.00

Upgrade commission is only paid on the existing contract term (i.e. only 18 month paid if moving from an 18 month plan).



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Commissions



Avenir Telecom pay the whole 100% commission in advance.

Business Plans Business Sharer Plans

	12 month	18 month	24 month
Business Share 1000 Bundle	-£30.00	-£30.00	-£30.00
Business Share 2000 Bundle	£170.00	£170.00	£170.00
Business Share 3000 Bundle	£420.00	£420.00	£420.00
Business Share 4000 Bundle	£670.00	£670.00	£670.00
Business Share User - Voice	£185.00	£260.00	£335.00
Business Share User - Data/ MBB	£7.00	£82.00	£157.00

Business 600 & Business 900

	12 month	18 month	24 month
Business 600	£149.00	£224.00	£258.00
Business 900	£245.00	£356.00	£411.00

- All SIM Only connections will be reduced by a further £30 commission.
- SIM Only connections require a 3G compatible handset or no commission is due.
- A £10 Promo Bonus is payable against all handsets listed on page 29 of Talking Shop, when connected to Business 600 or 900 tariffs.
- Voice plan commissions include a £10 Sim Refund.

Mobile Broadband/MiFi

	12 month	18 month	24 month
Broadband Lite	-£15.00	£36.00	£41.00
Broadband Plus	£28.00	n/a	n/a
Broadband 5GB	n/a	£60.00	n/a
Broadband 15GB	n/a	£76.00	£83.00
Mobile Broadband for Tablets	n/a	n/a	£138.00



On certain mobile broadband tariffs: Offer your customers the MiFi Modem for free, and still receive up to £53.23 margin! See table below for total margin.

Mobile MiFi with MiFi Modem

	Commission	Dongle Cost	Promo Bonus	Total Margin*
Broadband Lite 18 Months	£36.00	£107.27	£77.50	£6.23
Broadband Lite 24 Months	£41.00	£107.27	£77.50	£11.23
Broadband Plus 12 Months	£28.00	£107.27	£77.50	-£1.77
Broadband 5GB 18 Months	£60.00	£107.27	£77.50	£30.23
Broadband 15GB 18 Months	£76.00	£107.27	£77.50	£46.23
Broadband 15GB 24 months	£83.00	£107.27	£77.50	£53.23

*If Modem is given free of charge to customer

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

Travel

International Saver	£10.00
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Data

Internet Max	£25.00
Broadband Lite	£10.00
Broadband Plus	£0.00

Messaging

1000 Text Messages	£5.00
2000 Text Messages	£10.00

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AVENIR
TELECOM

Have you re-signed all your customers?

Is your customer's contract 12 months old or more?

Did you know you can re-sign your customer every 12 months?

Have you been receiving monthly notifications about which customers are available for re-sign?

We can pay you advanced revenue share for the total extended term, and will pay you for the second, third, or fourth re-sign of each customer!

For more information call the Retention team on 020 8731 4456 or email retention@avenir-telecom.co.uk