



Paris in the Springtime is our new incentive running from 1st January to 31st March 2012, in conjunction with Nokia, Orange and T-Mobile.

- The top 12 dealers (based on performance above target) will win a trip to Paris for our final incentive event
- Points are collected as follows:
  - 1 point for every Nokia handset purchase
  - 2 points for every Orange or T-Mobile new business mobile connection or upgrade
  - 3 points for every Nokia Lumia 800 purchase
- Prizes will be won at various percentage levels based on individual performance targets
- Opportunity for a place in our Avenir Telecom Orange and T-Mobile Premier Partner programme

For more information, go to:

[www.avenir-telecom.co.uk/parisinthespringtime](http://www.avenir-telecom.co.uk/parisinthespringtime)

orange™

everything  
everywhere™

# update

## Double Flexible Extras with Business Solo



## 50% off SIM Only



The 50% off Business SIM Only promotion has been extended until 31st March 2012.

Until 31st March 2012, all new and existing customers who sign up for Business Solo 25 or above on a 24 month contract can pick two Flexible Extras.

For more details, please see page 36.

## Network Update

Orange and T-Mobile 3G Signal Share will be complete by the week commencing 12th December 2011. After this date anyone on the Orange or T-Mobile networks with a 3G compatible device will be able to benefit from a shared 3G signal all over the UK. Signal share will also be complete for mobile broadband users.

To get the benefit of fast internet in more places, users will need to switch their phone off and on. At the end of the process Orange will remind all users to do so with a text message.

## Pocket Landline Promotion

Until 28th February 2012, all customers connecting or upgrading to a Business Solo Unlimited plan (18 or 24 month) can benefit from the 'One to One' Pocket Landline service free of charge.

## Consumer Price Changes

As of 8th January 2012, Orange is increasing prices on Consumer Pay Monthly tariffs built before April 2011 by 4.34%. This does not affect SIM Only or Mobile Broadband price plans.

As of 1st February 2012, Orange is increasing the prices of Consumer Pay Monthly tariffs built and sold between April and September 2011 by 4.34%.

Customers on the current Animal or iPhone tariffs launched in September

2011 will not be affected by the change. Business customers on Business plans will not be affected

## Nextivity

The Nextivity product is a new wireless 3G indoor coverage solution, which is designed to dramatically increase indoor voice and data coverage.

The Nextivity consists of two units; a window unit, which picks up and transmits existing 3G coverage, and a coverage unit which amplifies the 3G signal around the premises.

The two units are simple 'plug and play' devices, each requiring their own power source, with minimal set-up required by the end user. It does not require a broadband connection.

The Nextivity is available in both Orange and T-Mobile variations.

## Get it right, first time!

There is a £50 charge for every new connection, port or re-sign made in error.

key contacts

### Avenir Orange Client Services

Phone  
Email

020 8731 4402

orangeconnections@avenir-telecom.co.uk

# orange hardware

Choose from the latest devices from Orange.

	Trade Price		Trade Price
<b>BlackBerry® Smartphones</b>		Nokia C1-01**	£52.10
BlackBerry® Curve™ 8520	£126.72	Nokia C2-01*	£71.50
BlackBerry® Curve™ 9300	£152.59	Nokia C3-01	£116.10
BlackBerry® Curve™ 9360 Black/White	£202.59	Nokia E6	£241.40
<b>NEW</b> BlackBerry® Curve™ 9380	£202.59	<b>Orange</b>	
<b>NEW</b> BlackBerry® Bold™ 9790	£266.38	Orange Atlanta (F160)**	£56.30
BlackBerry® Bold™ 9900	£352.59	Orange Barcelona	£108.55
BlackBerry® PlayBook™ 32GB	£384.00	Orange Monte Carlo Black	£130.43
BlackBerry® PlayBook™ 64GB	£444.00	Orange Rio 2 Black/White	£73.60
<b>Doro</b>		Orange San Francisco Grey	£109.84
Doro PhoneEasy 410*	£79.55	Orange San Francisco II Black/White	£113.33
<b>HTC</b>		<b>NEW</b> Orange Tahiti	£251.15
HTC Desire S	£232.43	<b>Samsung</b>	
HTC Explorer	£142.17	Samsung B2710 Makalu (Solid Immerse)	£95.20
HTC Mozart (Windows Phone 7)	£280.59	Samsung Galaxy Mini S5570	£109.84
<b>NEW</b> HTC Radar	£241.11	Samsung Galaxy Note	£420.00
HTC Sensation	£290.58	Samsung Galaxy S II White	£354.00
HTC Sensation XE	£336.58	Samsung Galaxy S II Quick Tap Black/White	£359.00
HTC Wildfire S Black/White	£151.71	<b>NEW</b> Samsung Galaxy Solid Xcover C3350	£79.40
<b>Nokia</b>		Samsung S5830 Galaxy Ace	£166.00
<b>NEW</b> Nokia 302	£96.80	<b>NEW</b> Samsung Wave 578 Quick Tap	£138.00
<b>NEW</b> Nokia Lumia 710	£206.70	<b>Sony Ericsson</b>	
Nokia 800	£316.40	Sony Ericsson Xperia Ray Black/White	£207.96



BlackBerry® Curve™ 9380



HTC Radar



Nokia Lumia 710



**Important Information**

£40.00 handset bonus is assumed in the main price plan commission except where:  
 \*£20.00 handset bonus is assumed in the main price plan commission. \*\*No handset bonus.  
 Connections using generic kit will result in a £10.00 deduction from the main price plan commission (SIM Only has a £30 deduction)

## Nextivity

Mobile Wi-Fi	Trade Price
<b>NEW</b> Nextivity RH2 3G Network Signal Booster	£399.00

## Mobile Wi-Fi

Mobile Wi-Fi	Trade Price
Huawei E5830C	£80.85



Huawei E5830C

## Data Cards & USB Modems

Data Cards & USB Modems	Trade Price
<b>NEW</b> Huawei E367	£60.18
Huawei E173	£42.59



Huawei E173

# orange business solo price plans

## Step One - Choose your plan

Orange Price Plan   Business Solo						VOICE	MESSAGING
	What's Included?				Standard Benefits	Monthly Line Rental	
	18 Month		24 Month			18 Month	24 Month
	Minutes	Text Messages	Minutes	Text Messages			
Business Solo 25	325	150	450	250	<ul style="list-style-type: none"> <li>50MB push internet email data allowance</li> <li>Unlimited UK Wi-Fi (750MB Fair Use)</li> <li>Benefit Swap</li> <li>Free Answer Phone &amp; Value Added Services</li> <li>Free Online Itemised Billing</li> <li>Chargeable Bundles</li> <li>UK based business customer services</li> <li>24 hour replacement service for faulty phones</li> <li>Business Roaming Rate</li> </ul>	£25.00	
Business Solo 30	450		900			£30.00	
Business Solo 35	900		1,350			£35.00	
Business Solo 40	1,350		1,800			£40.00	
Business Solo 45	1,800		2,100			£45.00	
Business Solo Unlimited	Unlimited* - Plus free Pocket Landline One to One					£60.00	£55.00

\*Subject to Orange's fair usage policy of 5,000 minutes and 3,000 messages per month

Price Plan   Business SIM Only						VOICE	MESSAGING
	What's Included?				Standard Benefits	Monthly Line Rental	
	30 Day		12 Month			30 Day	12 Month
	Minutes	Text Messages	Minutes	Text Messages			
Business SIM Only 15	200	150	325	150	<ul style="list-style-type: none"> <li>50MB push internet email data allowance</li> <li>Unlimited UK Wi-Fi (750MB Fair Use)</li> <li>Benefit Swap</li> <li>Free Answer Phone &amp; Value Added Services</li> <li>Free Online Itemised Billing</li> <li>Chargeable Bundles</li> <li>UK based business customer services</li> <li>24 hour replacement service for faulty phones</li> <li>Business Roaming Rate</li> </ul>	£7.50*	£7.50*
Business SIM Only 20	325		450			£10.00*	£10.00*
Business SIM Only 25	450		900			£25.00	£25.00
Business SIM Only 30	900		1,350			£30.00	£30.00
Business SIM Only 35	1,350		1,800			£35.00	£35.00
Business SIM Only 40	1,800		2,100			£40.00	£40.00
Business SIM Only 45	2,100		2,500			£45.00	£45.00

\*Half price until 31st March 2012 - normal pricing of £15 and £20 applies after that date

## Step Two - Choose your unlimited Talk Benefit

Unlimited UK Landline Calls

OR

Unlimited Orange to Orange Calls

## Step Three - Choose your inclusive flexible extra\* \*Double extras available for 24 month Business Solo 25 and above

	What's Included?
Mobile Browsing (750MB allowance)	750MB mobile internet browsing bundle
Unlimited Text Messages (3,000 text fair use policy)	Unlimited text messages (subject to fair usage policy of 3,000 texts)
International Calling	100 Minutes of IDD calls to key business countries in the EU and the US/Canada
Calling While Abroad	30 minutes of roaming calls to/from key business countries in the EU (business zones 1 & 2)

## Step Four - Add anything else you need

	Monthly Line Rental 30 Day		Monthly Line Rental 30 Day
Unlimited Orange to Orange Calls	£6.50	International calling	£6.50
Unlimited UK landline calls	£6.50	Mobile Browsing and Wi-Fi	£6.50
Unlimited texts	£6.50	Orange Care	£6.00
Calling while abroad	£6.50		

\*Only available to Business Solo 30 or above on 24 month contracts

# orange business sense price plans

Step One - Choose your plan & number of sharers

	Minimum Sharers	Minutes		Standard Benefits	Monthly Line Rental
		12 Month	18/24 Month		12/18/24 Month
Business Sense 500	1	400	500	Unlimited calls and texts between all sharers Unlimited Wi-Fi (750MB Fair Usage) Unlimited calls to freephone numbers Free Answer Phone Free Itemised Billing No minimum call charge No maximum sharer limits UK based customer services 24 hour replacement service for faulty phones	<b>£30.00</b>
Business Sense 750	1	600	750		<b>£40.00</b>
Business Sense 1,000	1	800	1,000		<b>£50.00</b>
Business Sense 1,500	1	1,200	1,500		<b>£75.00</b>
Business Sense 2,000	1	1,600	2,000		<b>£85.00</b>
Business Sense 3,000	1	2,400	3,000		<b>£120.00</b>
Business Sense 4,000	1	3,200	4,000		<b>£155.00</b>
Business Sense 5,000	1	4,000	5,000		<b>£185.00</b>
Business Sense 7,000	5	5,600	7,000		<b>£275.00</b>
Business Sense 10,000	8	8,000	10,000		<b>£375.00</b>
Business Sense 12,000	10	9,600	12,000		<b>£450.00</b>
Business Sense 15,000	15	12,000	15,000		<b>£550.00</b>
Business Sense 20,000	20	16,000	20,000		<b>£725.00</b>
Business Sense 25,000	25	20,000	25,000		<b>£900.00</b>
Business Sense 35,000	30	28,000	35,000		<b>£1,250.00</b>
Business Sense 45,000	35	36,000	45,000		<b>£1,600.00</b>
Business Sense 60,000		48,000	60,000		<b>£2,100.00</b>
Business Sense 75,000		60,000	75,000		<b>£2,625.00</b>
Business Sense 100,000		80,000	100,000		<b>£3,500.00</b>
Business Sense Sharer	n/a	n/a	n/a	50 texts per user	<b>£15.00 per sharer</b>
Business Sense Sharer Discounts	n/a	n/a	n/a	Discounts available per sharer	<b>£1/£2/£3/£4/£5 Discount</b>

Step Two - Choose your device & add data allowance

	For which device?	Monthly Line Rental 30 Day		For which device?	Monthly Line Rental 30 Day
250MB Data Bundle	Symbian and low end devices	<b>£2.50</b>	500MB Data Bundle	BlackBerry BIS/BESX	<b>£5.00</b>
500MB Data Bundle	Smartphone/iPhone	<b>£4.25</b>	750MB Data Bundle	Smartphone/iPhone	<b>£6.50</b>

Step Three - Choose your unlimited calls (only available with 24 month)

Unlimited Landline Calls	OR	Unlimited Orange to Orange Calls
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Step Four - Choose your inclusive flexible extra (only available with 24 month)

Business Sense 500 - 5,000		Business Sense 7,000+	
	What's Included?		What's Included?
Mobile Browsing	1GB Shared Data	Mobile Browsing	5GB Shared Data
Texts	2,000 messages to share	Texts	5,000 messages to share
International Calling	400 shared IDD Minutes to EU and the US/Canada	International Calling	900 shared IDD Minutes to EU and the US/Canada
Calling While Abroad	120 Shared Roaming minutes to the EU	Calling While Abroad	250 Shared Roaming minutes to the EU

Step Five - Add anything else you need

	Monthly Line Rental 30 Day		Monthly Line Rental 30 Day		Monthly Line Rental 30 Day
Unlimited Orange to Orange Calls	<b>£6.50</b>	Calling while abroad - 250 Mins	<b>£50.00</b>	10GB Mobile Browsing	<b>£35.00</b>
Unlimited UK landline calls	<b>£6.50</b>	500MB Mobile Browsing	<b>£5.00</b>	International calling - 100 IDD Mins	<b>£6.50</b>
Unlimited texts	<b>£6.50</b>	1GB Mobile Browsing	<b>£12.50</b>	International calling - 400 IDD Mins	<b>£25.00</b>
Calling while abroad - 30 Mins	<b>£6.50</b>	3GB Mobile Browsing	<b>£22.50</b>	International calling - 900 IDD Mins	<b>£50.00</b>
Calling while abroad - 120 Mins	<b>£25.00</b>	5GB Mobile Browsing	<b>£28.00</b>	Orange Care	<b>£6.00</b>

# text bundles

Available with Business Sense and Business Solo Tariffs

	Monthly Line Rental			
	30 Day		12/18/24 Month+**	
	Single	Group	Single	Group
Text 250	£3.00	£3.00	£2.50	£2.50
Text 500	£4.80	£4.80	£4.00	£4.00
Text 1,000	n/a	£9.60	n/a	£8.00
Text 2,000	n/a	n/a	n/a	£16.00
Text 5,000	n/a	£48.00	n/a	£40.00
Text Unlimited*	£7.50	n/a	£6.38	n/a

\*subject to Orange's fair usage policy of 3000 messages per month \*\*12 months is only applicable to Business Sense

# chargeable add-ons



	What's Included?	Support	Optional Extras	Monthly Line Rental
				12/18 Month
BIS / BES Express 500MB	500MB Browsing/Email Access	Optional £2.50 per unit	Tethering (see data bundles) & Roaming	£5.00
BIS / BES Express 750MB + Wi-Fi	750MB Browsing/Email + Wi-Fi	Optional £2.50 per unit		£7.50
BES 750MB + Wi-Fi	750MB Browsing/Email + Wi-Fi	Inclusive		£15.00
BlackBerry® Data Roaming 75MB*	75MB Roaming Data	n/a	n/a	£18.00
BlackBerry® Europe**	20MB Roaming Data - Europe	n/a	n/a	£12.00**
BlackBerry® World**	20MB Roaming Data - World	n/a	n/a	£20.00**

\*Only available with full BES product \*\*BlackBerry Data Roaming, BlackBerry Europe & BlackBerry World must be taken in addition to BIS, BES or BES Express

## + Messaging

	Monthly Line Rental
	30 Day
Photo 15	£2.55
Photo 30	£5.11
Photo 60	£10.21
Unlimited Text Bundle	£6.50
Unlimited UK Landline Calls Bundle	£6.50

## + Travel

	What's Included?			Monthly Line Rental	
	Outbound Minutes	Inbound Minutes	Countries	30 Day	12/18 Month
Europe Traveller	1000 Minutes to Zone 1 & 2 <sup>1</sup>	1000 Minutes from Zone 1 & 2	Zones 1-2	£7.00	£4.00
Business World Traveller	Up to 20% off roaming rates	Up to 20% off roaming rates	Zones 1-7	£6.38	£5.00

<sup>1</sup> Charged at 23p, then reverts to standard rates - see Avenir Telecom website for details

Cannot be taken in conjunction with International Calling/Calling Whilst Abroad Business Sense flexible extras (step 4)

## + Data

	What for?	Monthly Line Rental			
		30 Day	12 month	24 month	Annual Price*
Data Bundle 500MB	To be added to voice tariffs, enabling tethering via a handset or to support data requirements for internet and hosted e-mail	n/a	n/a	£4.25	n/a
Data Bundle 1GB		£12.50	£10.00	£7.50	£20.00
Data Bundle 3GB		£22.50	£17.50	£12.50	£40.00
Data Bundle 10GB		£35.00	£30.00	£25.00	£80.00

Usage beyond these allowances will be charged at 4p per MB \*Data Allowance for Annual tariff is for 12 months rather than a monthly allowance - only available to customers with 12 months or more remaining on their contract

## + Daily Data Roaming

	Inclusive Data	Daily Cost
Daily Data Bundle 30MB	30MB Data Roaming - Europe Zones 1 and 2	£2.50
Daily Data Bundle 50MB	50MB Data Roaming - Europe Zones 1 and 2	£7.00

**+ Roaming Data**

	Inclusive Data	Monthly Line Rental			Inclusive Data	Monthly Line Rental	
		30 Day	12 month			30 Day	12 month
Email & Internet Europe - 10MB	10MB Roaming Data	n/a	£8.50	Email & Internet World - 10MB	10MB Roaming Data	n/a	£25.00
Email & Internet Europe - 20MB	20MB Roaming Data	£20.00	n/a	Email & Internet World - 20MB	20MB Roaming Data	£50.00	n/a
Email & Internet Europe - 100MB	100MB Roaming Data	£50.00	n/a	Email & Internet World - 100MB	100MB Roaming Data	£125.00	n/a
Email & Internet Europe - 200MB	200MB Roaming Data	£90.00	n/a	Email & Internet World - 200MB	200MB Roaming Data	£135.00	n/a
Email & Internet UK & Europe	20MB Roaming Data & 500MB UK Data	n/a	£22.00	Email & Internet UK & World	20MB Roaming Data & 500MB UK Data	n/a	£30.00

# iphone

	What's Included?	Monthly Line Rental	
		30 Day	18/24 Month
Orange Care 12	Insurance cover	n/a	£12.00 per user**
500MB Data Bundle	500MB Data	£4.25	n/a
750MB Data Bundle	750MB Data	£6.50	n/a
iPhone Internet Tethering Bolt On - 500MB Data	Use your iPhone to connect your laptop to the internet	£4.25 per user	£4.25 per user
iPhone Internet Tethering Bolt On - Unlimited Data*		£15.00 per user	£15.00 per user
iPhone Europe	50MB Roaming Data	£35.00	£25.00
iPhone World		£75.00	£40.00

\*subject to fair usage of 5GB \*\*Orange Care 12 can be taken for length of contract only

# ipad

	What's Included?	Line Rental	
		30 Day	24 Month
2GB + Wi-Fi	2GB Data + Unlimited Wi-Fi	n/a	£22.50
3GB + Wi-Fi	3GB Data + Unlimited Wi-Fi	£15.00	n/a
10GB + Wi-Fi	10GB Data + Unlimited Wi-Fi	£25.00	n/a

# orange pocket landline



## Price Plan | Pocket Landline

	What's included?	Monthly Line Rental**
Pocket Landline 1 to 1	1 fixed number is routed to 1 Orange mobile	£10.00*
Pocket Landline Many to 1	From 1 to 10 fixed numbers are routed to 1 Orange Mobile	£10.00 per landline number*
Pocket Landline 1 to Many (up to 5 mobiles)	1 fixed number is linked to up to 5 Orange mobiles	£15.00
Pocket Landline 1 to Many (up to 10 mobiles)	1 fixed number is linked to up to 10 Orange mobiles	£25.00

\*free with Business Solo Unlimited \*\*Pocket Landline products can be taken for length of contract only

# orange maps professional



## Price Plan | Maps Professional

	What's included?	One Off Cost			
		30 Day	12 Month	18 Month	24 Month
Orange Maps Professional	Full Personal Navigation Application	£6.38 (per month)	£76.60	£114.89	£153.19

Customers must have data enabled on their device in order to use Orange Maps

## orange data plans



## Price Plan | Data - Mobile Broadband

BROADBAND

	What for?	Monthly Line Rental		
		30 Day Rolling	12 month	24 month
Standalone Data 1GB	To be used as Business Everywhere - in dongles, laptops or netbooks - any sim-embedded device.	£12.50	£10.00	£7.50
Standalone Data 3GB		£22.50	£17.50	£12.50
Standalone Data 10GB		£35.00	£30.00	£25.00

Usage beyond these allowances will be charged at 4p per MB

	Inclusive Data	Data Roaming		Monthly Line Rental			
		Zones 1 & 2	Zone 3 to 7	30 Day	12 month	18 month	24 month
Business Everywhere UK & Abroad - Europe	3GB UK Data 200MB roaming data	200MB included	n/a	n/a	n/a	n/a	£57.50
	10GB UK Data 200MB roaming data			n/a	n/a	n/a	£70.00
Business Everywhere UK & Abroad - Global	3GB UK Data 200MB roaming data	200MB included		n/a	n/a	n/a	£82.50
	10GB UK Data 200MB roaming data			n/a	n/a	n/a	£95.00
Business Everywhere Abroad - Zones 1&2	200MB Roaming Data	200MB inc	n/a	£90.00	n/a	n/a	n/a
Business Everywhere Abroad - All Zones		200MB included		£135.00	n/a	n/a	n/a



## Price Plan | BlackBerry® Data Only

BlackBerry

	What's Included?	Support	Optional Extras	Monthly Line Rental
				12/18/24 Month
Standalone Data Plan	Base product - must be taken with BIS/BES	n/a	n/a	£5.00
BIS / BES Express 500MB	500MB Browsing/Email Access	Optional £2.50 per unit	Tethering (see data plans) & Roaming	£5.00
BIS / BES Express 750MB + Wi-Fi	750MB Browsing/Email + Wi-Fi	Optional £2.50 per unit		£7.50
BES 750MB + Wi-Fi	750MB Browsing/Email + Wi-Fi	Inclusive		£15.00
BlackBerry® Data Roaming 75MB*	75MB Roaming Data	n/a	n/a	£18.00
BlackBerry® Europe**	20MB Roaming Data - Europe	n/a	n/a	£12.00**
BlackBerry® World**	20MB Roaming Data - World	n/a	n/a	£20.00**

\*Only available with full BES product

\*\*BlackBerry Data Roaming, BlackBerry Europe &amp; BlackBerry World must be taken in addition to BIS, BES or BES Express



## Price Plan | E-Mail Plans

BROADBAND

	What's Included?	Monthly Line Rental	
		30 Day	12 Month
Microsoft Mail Bundle	500MB Web Browsing and push email through Microsoft Exchange/Small Bus. Server to be added to talk plans	n/a	£4.25
Microsoft Mail Data Only	300MB Web Browsing and push email through Microsoft Exchange/Small Bus. Server	n/a	£16.38
Microsoft Mail SIM Only		n/a	£10.00
Nokia E-mail	500MB of data and unlimited email for your Nokia device	£6.38	n/a
Mobile E-mail	50MB of data per month	£6.38	n/a

# orange animal plans



## 18 Month Plans (all prices are inclusive of VAT)

Price Plan	What's Included?					Monthly Line Rental	
	Minutes	Benefit	Internet	Email	Photo Messaging (50 Messages)	18 Month	
Dolphin	15	30	500 Texts	100MB	£5	£5	£15.50
	20	100					£20.50
	25	200					£26.00
	30	400	Unlimited Texts*	250MB	Yes*		£31.00
	35	600					£36.00
	40	900					£41.00
	45	1,200					£46.00
Raccoon	20	50	Unlimited Landline Calls	£5 (500MB)	£5	£5	£20.50
	26	200					£26.00
	31	400					£31.00
Panther	20	50	Unlimited Texts* 1 Swapable	250MB	Yes**	£5	£20.50
	25	100		500MB			£26.00
	30	200	Unlimited Texts* 2 Swapables	750MB			£31.00
	35	400					£36.00
	40	600					£41.00
	45	900		1GB			£46.00
	50	1,200		2GB			£51.00
65	3,000		£66.00				
Canary	15	100	500 Texts	£5 (500MB)	£5	£5	£15.50
	20	200	Unlimited Texts*				£20.50
	25	300					£26.00
	30	500					£31.00

\*Unlimited offers are subject to Orange's fair usage policy. \*\*Email solution varies by handset  
Dedicated CS, answer phone and itemised billing from £66, free answer phone on £46



BlackBerry® Internet Service	What's Included?	Data Roaming		Monthly Line Rental
		Zone 1 and 2	Zone 3 to 7	30 Day
	Unlimited* Browsing & POP3 Email	£2.50 per MB	£5.50 per MB	<b>£5.11</b>

\*Subject to fair usage policy of 250MB per month

### + Messaging

	Monthly Line Rental
	30 Day
Photo 15	£2.93
Photo 50	£4.89
Photo 100	£7.34
Unlimited Text Bundle	£4.26
Unlimited Landline Calls Bundle	£6.38
£5 500MB Data Bundle	£5.11
£10 1GB Data Bundle	£10.21

## 24 Month Plans (all prices are inclusive of VAT)

Price Plan	What's Included?					Monthly Line Rental
	Minutes	Benefit	Internet	Email	Photo Messaging (50 messages)	24 Month
Dolphin	10	500 texts	100MB	£5	£5	£10.50
	15	Unlimited Texts*				£15.50
	20					£20.50
	25					£26.00
	30					£31.00
	35					£36.00
	40					£41.00
Raccoon	15		Unlimited Landline Calls	£5 (500MB)	£5	£5
	20	£20.50				
	25	£26.00				
Panther	15	Unlimited Texts* 1 Swapable	250MB	Yes**	£5	£15.50
	20		500MB			£20.50
	25		750MB			£26.00
	30					£31.00
	35					£36.00
	40					£41.00
	45					£46.00
60	2GB	£61.00				
Canary	10	500 texts	£5 (500MB)	£5	£5	£10.50
	15	Unlimited Texts*				£15.50
	20					£20.50
	25					£26.00

\*Unlimited offers are subject to Orange's fair usage policy. \*\*Email solution varies by handset

### + Messaging

	Monthly Line Rental
	30 Day
Photo 15	£2.93
Photo 50	£4.89
Photo 100	£7.34
Unlimited Text Bundle	£4.26
Unlimited Landline Calls Bundle	£6.38
£5 500MB Data Bundle	£5.11
£10 1GB Data Bundle	£10.21

	What's Included?	Data Roaming		Monthly Line Rental
		Zone 1 and 2	Zone 3 to 7	30 Day
BlackBerry® Internet Service	Unlimited* Browsing & POP3 Email	£3.00 per MB	£8.00 per MB	£5.11

\*Subject to fair usage policy of 250MB per month

### + Swapables

	What's Included?	Monthly Line Rental		What's Included?	Monthly Line Rental
		30 Day			30 Day
Book Club*	Turn your mobile in to an e-reader	n/a	The Times*	The latest local and global news	n/a
Mobile TV Starter Pack*	Watch live TV on your phone	£4.99**	MTV*	Get all of the best stuff from MTV	£4.00
Mobile TV Max Pack		£8.99	Play Games*	Download two games every month	n/a
24-7 Sport*	Live commentaries and results and free sports alerts	£3.00	Games Zone	Puzzles and brainteasers galore	£5.00**
Sky Sports Mobile TV*	Watch live premier league football and more	£6.00**	Daily Puzzler*	Real-time road traffic reports	n/a
Deezer*	Music streamed to your mobile (Premium gives PC access)	£4.99***	Go Commute*	Daily horoscopes & tarot card reading	£3.00
Deezer Premium		£9.99	Russell Grant Astrology*	Sat-Nav System	£5.00
			Navigon		

\*Available free to Panther customers \*\* First month free \*\*\*Cost to upgrade to Premium Service from free- not available as chargeable Swapable



## Price Plan | SIM Only - 30 Day Plans

VOICE

MESSAGING

DATA

	What's Included				Monthly Line Rental		
	Minutes	Text Messages	Segment Benefit	Mobile Internet	30 Days		
Canary 10	100	Unlimited*	Unlimited* Texts	n/a	£10.00		
Canary 15	200				£15.00		
Canary 20	600				£20.00		
Canary 25	700				£25.00		
Canary 30	1200				£30.00		
Racoon 15	300	100	Unlimited* UK Landline Calls	n/a	£15.32		
Racoon 20	600				£20.42		
Racoon 25	700				£25.54		
Racoon 30	1200				500	500MB Included	£30.64

\*Unlimited offers are subject to Orange's fair usage policy



## Price Plan | SIM Only - 12 Months

VOICE

MESSAGING

DATA

	What's Included				Monthly Line Rental		
	Minutes	Text Messages	Segment Benefit	Mobile Internet	12 Months		
Canary 10	300	Unlimited*	Unlimited* Texts	n/a	£10.00		
Canary 15	600				£15.00		

\*Unlimited offers are subject to Orange's fair usage policy



## Price Plan | BlackBerry® Data Only

BlackBerry

	What's Included?	Data Roaming		Monthly Line Rental		
		Zone 1 and 2	Zone 3 to 7	12 month	18 month	24 month
BlackBerry® Internet Service	Unlimited* Browsing & POP3 Email	£3.00 per MB	£8.00 per MB	£14.70	£12.20	£10.70

\*Subject to fair usage policy of 250MB per month

**AVENIR**  
**TELECOM**

Paris

in the Springtime

1<sup>st</sup> January 2012 - 31<sup>st</sup> March 2012

[www.avenir-telecom.co.uk/parisinthespringtime](http://www.avenir-telecom.co.uk/parisinthespringtime)

..T..Mobile..

**NOKIA**  
Connecting People



# Premier



•• T •• Mobile •

## The aim of the Programme is to:

- Attract and retain high value customers
- Enable you to sell the full range of products from Orange and T-Mobile
- Help you to provide a great customer experience

## And for you to:

- Be strategically aligned to Orange and T-Mobile

## Benefits of the programme

- £65 bonus on each NEW Business connection. Applicable to Business Solo, Sense, Plus, Venture and Momentum tariffs only, on new connections made before 31st March 2012
- £15 bonus for every primary connection (subject to performance criteria)
- Weekly commission payments
- Offset commission for hardware purchases
- Monthly on-going revenue share
- Free Carriage
- Discount Approval Tool
- Extra money for marketing initiatives
- 100% commission paid in advance
- Accreditation certificate and logo
- Additional marketing support
- Exclusive events, bonuses and incentives

## Performance criteria

- Minimum 50 Primary connections per quarter
- Minimum 10 Unified Communications connections per quarter
- Sub 12% Churn

**For further details on the Orange and T-Mobile Premier Partner Programme, please speak to Marketing on 020 8731 4492.**



**100% of 12, 18, 24 or 36 month advance revenue share paid**

**100% line rental and all add ons paid upfront @20%!**

# 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  
 $£85 \times 20\% \times 24 = £408 + £606 = \mathbf{£1,014.00}$   
 PLUS

### Business Sense Sharer x 4:

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

### BES 750MB (£15) x 5:

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

### New Connection Bonus\*:

$£55.00^* \times 5 = \mathbf{£275.00}$

**Total Commission: = £2,761.00**

**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  
 $£85 \times 20\% \times 24 = £408 + £298 = \mathbf{£706.00}$   
 PLUS

### Small Business Band 1 x 4:

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

**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  
 $£85 \times 20\% \times 24 = £408 + £431 = \mathbf{£839}$   
 PLUS

### Business Sense Sharer x 4:

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

**Total Commission: = £1,707**

**PLUS**

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

**£55!**

\*£55 bonus available on each NEW Business connection! Applicable to Business Solo, Sense, Plus, Venture and Momentum tariffs only, on new connections made until 31st March 2012 (£65 available to Orange Premier Partners)



### 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				+ 20% overspend paid monthly	24 month				+ 20% overspend paid monthly
	Upfront Commission	Advance Rev Share	Bonus	Total		Upfront Commission	Advance Rev Share	Bonus	Total	
25	£127.00	£90.00	£55.00*	£272.00	£171.00	£120.00	£55.00*	£346.00		
30	£151.00	£108.00	£55.00*	£314.00	£200.00	£144.00	£55.00*	£399.00		
35	£172.00	£126.00	£55.00*	£353.00	£225.00	£168.00	£55.00*	£448.00		
40	£195.00	£144.00	£55.00*	£394.00	£254.00	£192.00	£55.00*	£501.00		
45	£224.00	£162.00	£55.00*	£441.00	£290.00	£216.00	£55.00*	£561.00		
55 Unlimited	n/a				£52.00	£264.00	£55.00*	£371.00		
60 Unlimited	£52.00	£216.00	£55.00*	£323.00	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				+ 20% paid monthly	12 Month				+ 20% paid monthly
	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](http://www.avenir-telecom.co.uk/approvedgenericdevices) for list of handsets.

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

	30 Day		+ 20% paid monthly
	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	
International Calling	£0.00	£0.00	
Orange Care	£0.00	£0.00	



**\*£55** bonus available on each NEW Business connection! Applicable to Business Solo, Sense, Plus, Venture and Momentum tariffs only, on new connections made until 31st March 2012 (£65 available to Orange Premier Partners)

# Business Sense



**\*£55** bonus available on each NEW Business connection! Applicable to Business Solo, Sense, Plus, Venture and Momentum tariffs only, on new connections made until 31st March 2012 (£65 available to Orange Premier Partners)

## 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	£55.00*	£191.00		£144.00	£108.00	£55.00*	£307.00		£275.00	£144.00	£55.00*	£474.00
750	£88.00	£96.00	£55.00*	£239.00		£188.00	£144.00	£55.00*	£387.00		£355.00	£192.00	£55.00*	£602.00
1,000	£112.00	£120.00	£55.00*	£287.00		£233.00	£180.00	£55.00*	£468.00		£426.00	£240.00	£55.00*	£721.00
1,500	£147.00	£180.00	£55.00*	£382.00		£298.00	£270.00	£55.00*	£623.00		£482.00	£360.00	£55.00*	£897.00
2,000	£185.00	£204.00	£55.00*	£444.00		£369.00	£306.00	£55.00*	£730.00		£606.00	£408.00	£55.00*	£1,069.00
3,000	£254.00	£288.00	£55.00*	£597.00		£496.00	£432.00	£55.00*	£983.00		£815.00	£576.00	£55.00*	£1,446.00
4,000	£330.00	£372.00	£55.00*	£757.00		£636.00	£558.00	£55.00*	£1,249.00		£998.00	£744.00	£55.00*	£1,797.00
5,000	£368.00	£444.00	£55.00*	£867.00		£707.00	£666.00	£55.00*	£1,428.00		£1,144.00	£888.00	£55.00*	£2,087.00
7,000	£571.00	£660.00	£55.00*	£1,286.00		£1,083.00	£990.00	£55.00*	£2,128.00		£1,773.00	£1,320.00	£55.00*	£3,148.00
10,000	£704.00	£900.00	£55.00*	£1,659.00		£1,329.00	£1,350.00	£55.00*	£2,734.00		£2,147.00	£1,800.00	£55.00*	£4,002.00
12,000	£858.00	£1,080.00	£55.00*	£1,993.00		£1,612.00	£1,620.00	£55.00*	£3,287.00		£2,518.00	£2,160.00	£55.00*	£4,733.00
15,000	£1,111.00	£1,320.00	£55.00*	£2,486.00		£2,080.00	£1,980.00	£55.00*	£4,115.00		£3,342.00	£2,640.00	£55.00*	£6,037.00
20,000	£1,428.00	£1,740.00	£55.00*	£3,223.00		£2,667.00	£2,610.00	£55.00*	£5,332.00		£4,187.00	£3,480.00	£55.00*	£7,722.00
25,000	£1,840.00	£2,160.00	£55.00*	£4,055.00		£3,430.00	£3,240.00	£55.00*	£6,725.00		£5,220.00	£4,320.00	£55.00*	£9,595.00
35,000	£2,490.00	£3,000.00	£55.00*	£5,545.00		£4,631.00	£4,500.00	£55.00*	£9,186.00		£7,388.00	£6,000.00	£55.00*	£13,443.00
45,000	£3,274.00	£3,840.00	£55.00*	£7,169.00		£6,081.00	£5,760.00	£55.00*	£11,896.00		£9,241.00	£7,680.00	£55.00*	£16,976.00
60,000	£4,285.00	£5,040.00	£55.00*	£9,380.00		£7,969.00	£7,560.00	£55.00*	£15,584.00		£12,116.00	£10,080.00	£55.00*	£22,251.00
75,000	£5,346.00	£6,300.00	£55.00*	£11,701.00		£9,951.00	£9,450.00	£55.00*	£19,456.00		£15,135.00	£12,600.00	£55.00*	£27,790.00
100,000	£7,114.00	£8,400.00	£55.00*	£15,569.00		£13,255.00	£12,600.00	£55.00*	£25,910.00		£20,167.00	£16,800.00	£55.00*	£37,022.00
Sharer	£58.00	£36.00	£55.00*	£149.00		£113.00	£54.00	£55.00*	£222.00		£156.00	£72.00	£55.00*	£283.00

£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		£0.00	£20.40	£20.40
500MB Data Bundle (Smartphone/iPhone)	£0.00	£0.00		£0.00	£31.20	£31.20
500MB Data Bundle (BIS/BESX)	£0.00	£0.00				
750MB Data Bundle (Smartphone/iPhone)	£0.00	£0.00				
500MB Data Bundle (Smartphone/iPhone)						
750MB Data Bundle (Smartphone/iPhone)						

## 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		£0.00	£0.00
Unlimited UK Landline calls	£0.00	£0.00		£0.00	£0.00
Unlimited texts	£0.00	£0.00		£0.00	£0.00
Calling while abroad- 30 Mins	£0.00	£0.00		£0.00	£0.00
Calling while abroad- 120 Mins	£0.00	£0.00		£0.00	£0.00
Calling while abroad- 250 Mins	£0.00	£0.00		£0.00	£0.00
500MB Mobile Browsing	£0.00	£0.00		£0.00	£0.00
1GB Mobile Browsing	£0.00	£0.00		£0.00	£0.00
3GB Mobile Browsing				£0.00	£0.00
5GB Mobile Browsing				£0.00	£0.00
10GB Mobile Browsing				£0.00	£0.00
International Calling - 100 IDD Mins				£0.00	£0.00
International Calling - 400 IDD Mins				£0.00	£0.00
International Calling - 900 IDD Mins				£0.00	£0.00
Orange Care				£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	£55.00*	£138.60		£100.00	£50.40	£55.00*	£205.40		£139.00	£67.20	£55.00*	£261.20	
£2 Discount	£41.00	£31.20	£55.00*	£127.20		£88.00	£46.80	£55.00*	£189.80		£122.00	£62.40	£55.00*	£239.40	
£3 Discount	£33.00	£28.80	£55.00*	£116.80		£75.00	£43.20	£55.00*	£173.20		£106.00	£57.60	£55.00*	£218.60	
£4 Discount	£24.00	£26.40	£55.00*	£105.40		£63.00	£39.60	£55.00*	£157.60		£89.00	£52.80	£55.00*	£196.80	
£5 Discount	£16.00	£24.00	£55.00*	£95.00		£50.00	£36.00	£55.00*	£141.00		£72.00	£48.00	£55.00*	£175.00	

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

## Text Bundles

	30 Day		20% paid monthly	30 Day		20% paid monthly	12/18/24 Month		20% paid monthly	12/18/24 Month		20% paid monthly
	Single			Group			Single			Group		
	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	£55.00*	£222.00		£156.00	£72.00	£55.00*	£283.00	
Momentum Sharer	£74.00	£45.00	£55.00*	£174.00		£102.00	£60.00	£55.00*	£217.00	
Business Sense Sharer - Options	£113.00	£54.00	£55.00*	£222.00		£156.00	£72.00	£55.00*	£283.00	
Business Sense Sharer - Discount	£113.00	£54.00	£55.00*	£222.00		£102.00	£61.00	£55.00*	£218.00	



**\*£55** bonus available on each NEW Business connection! Applicable to Business Solo, Sense, Plus, Venture and Momentum tariffs only, on new connections made until 31st March 2012 (£65 available to Orange Premier Partners)

# Business Upgrades

## Small Business Handset Upgrades

	12 month		+ 20% overspend paid monthly	18 month		+ 20% overspend paid monthly	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	Line rental x 20% x contract length	+ 20% overspend paid monthly	£37.00	Line rental x 20% x contract length	+ 20% overspend paid monthly	£55.00	+ 20% overspend paid monthly	
Band 2	£86.00			£145.00			£182.00		
Band 3	£105.00			£179.00			£227.00		
Band 4	£117.00			£193.00			£298.00		
Band 5	£169.00			£218.00			£350.00		

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

## 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		Upfront Commission	Advance Rev Share		Upfront Commission	Advance Rev Share	
£1 Discount	-£8.00	£0.00	+ 20% overspend paid monthly	-£13.00	£0.00	+ 20% overspend paid monthly	-£17.00	£0.00	+ 20% overspend paid monthly
£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			+ 20% overspend paid monthly	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	+ 20% overspend paid monthly	£120.00	£120.00	£240.00	+ 20% overspend paid monthly
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			+ 20% overspend paid monthly	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	+ 20% overspend paid monthly	£157.00	£120.00	£277.00	+ 20% overspend paid monthly
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.

Please note you will only receive advanced revenue share when resigning legacy Animal plans



# 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.



**AVENIR**  
**TELECOM**

**Have you re-signed all your Orange customers?**

**Did you know you can re-sign customers, once they are within the last 90 days of the contract end date?**

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

**Did you know that Orange re-signs qualify for the 'Paris in Springtime' incentive?**

**For more information call the Retention team on 020 8731 4456 or email [retention@avenir-telecom.co.uk](mailto:retention@avenir-telecom.co.uk)**