

O₂ Update

Business Broadband

O₂ Business Broadband tariffs are now available. Please see page 13 for more details.

Unlimited Data and Legacy Tariffs

Last year O₂ made some changes to the way they charge for data, and removed unlimited data from their tariffs for new and re-signing customers. This means that some customers are on legacy tariffs that include unlimited data.

O₂ have started a programme, initially aimed at accounts with one mobile, to regulate this unlimited data. This programme enforces:

- O₂'s excessive use policy on unlimited data customers who consistently use excessive amounts of data
- Data allowances associated with Mobile Broadband Unlimited (5GB) and Web Max (3GB)

Only the small number of extreme data users will be asked to reduce their usage.

Updated Voice and Data Tariffs

O₂ has made some changes to the voice and data tariffs. These changes make the tariffs more straightforward for your customers and simplify the data packages.

The major changes are:

- New structure for the Business Tariffs, with a simple to follow 4 step process
- New prices for SIM Only sharer tariffs on 24 month contracts and additional handsets



- New Unlimited Bolt Ons – Unlimited Landline and Unlimited Off Peak Bolt On
- Out of bundle price change for calling UK landlines
- New, more simple, data core allowances and Bolt Ons
- Just for Mobile Broadband Tariffs - new data options for Mobile Broadband
- Data Bolt Ons for handsets including Smartphone, BlackBerry, iPhone and Mobile Broadband - customers can top up with a one-off Bolt On or add a re-occurring one.

The new data allowances can be split into three options:

- The Basics - 100MB - for customers who don't really use data, but may want to access WAP content via a traditional handset only
- The All Rounder - 500MB - with inclusive Wi-Fi and a large bundle of data, this package is ideal for Smartphones
- The Works - 1GB - for customers who want to use multiple services and download larger files to their devices

Get it right, first time!

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

Ongoing Promotions

Free full BlackBerry® Enterprise Server and 20 user licences

For customers connecting 10+ new BlackBerry® devices and signing a 24/36 month contract

BlackBerry® Enterprise Solution Trial

Free of charge trial of up to five devices for 30 days

Key Contacts

Avenir O₂ Client Services

Email

020 8731 4402

clientservices@avenir-telecom.co.uk

O₂ Hardware

BlackBerry® Smartphones

O₂ offers a range of BlackBerry® Smartphones so you can choose the device that best meets your customer's needs. We can offer a great range of handsets at competitive prices. See the table below for full details:



BlackBerry® Torch™
9800 Smartphone

Device	Trade Price
BlackBerry® Curve™ 8520 smartphone	£147.00
BlackBerry® Bold™ 9000 smartphone	£323.00
BlackBerry® Pearl™ 3G 9105 smartphone	£241.00
BlackBerry® Curve™ 9300 smartphone	£209.00
BlackBerry® Bold™ 9780 smartphone	£313.74
BlackBerry® Torch™ 9800 smartphone	£399.00

USB Modems

With an O₂ Wireless USB Modem you can work at your desk on a Desktop PC or laptop as well as away from the office using a laptop. You can choose to pay for the data you send and receive or alternatively take one of O₂'s unlimited Mobile Broadband or data plans.

HUAWEI E1752CU TRADE PRICE £35.80

Features

- Black or White
 - Plug and Play design - easy to install
 - Mac and PC compatible
 - USB Modem can be used abroad
 - Automatically connects to the fastest available network speed
 - HSDPA 3.6 Mbps support
 - Dual band UMTS/HSDPA support
 - Full radio diversity and embedded antenna
- Supported Operating Systems
Windows 7, XP, Vista, Mac OS X



E1752CU

£35.00

Pay & Go Mobile Broadband

Pay & Go Mobile Broadband from O₂ is a fantastic 'foot in the door' product, enabling customers to become satisfied with O₂'s extensive network coverage and user friendly interface before committing to a Pay Monthly contract. Better for infrequent use than its pay monthly counterpart, customers are required to top up online choosing the data allowance best suited to their requirements.

TOPPING UP

Top ups must be made online at

<https://mobilebroadbandaccess.o2.co.uk/authenticate>

Customers can top up as per the table below:

	Allowance	Access
Daily	500MB + Unlimited Wi-Fi	£2 a day
Monthly	3GB + Unlimited Wi-Fi	£15 a month

Daily, weekly or monthly access allowance will expire once the data allowance is used up or their allocated time is up, whichever comes first.

O₂ Business Mobile Tariffs

Step 1 - Choose a voice tariff



Price Plan | Business Tariffs

VOICE

MESSAGING

DATA

	Min/Max Handsets	Anytime, Anyone Minutes (UK Calls to standard UK Landlines & Mobiles)	Inclusive UK Texts	Call Charges				Data Charges	Monthly Line Rental	
				Unlimited Calls to O ₂ Mobiles	Unlimited Calls to Standard UK Landlines	Standard UK Landlines & Non O ₂ Mobiles Outside Of Bundle	Voicemail 901	UK to Europe	Email/Browsing	24/36 month
Single Tariffs	Business Single 300	300	Unlimited*		✓	30p per minute	Unlimited	8p per minute	0.5MB	£25.00
	Business Single 600	600	Unlimited	✓	(to 10 numbers starting 01, 02 or 03)			1,000 mins	0.5MB	£30.00
	Business Single 1,200	1,200		£40.00						
	Business Single Max ¹	Unlimited			£55.00					
Shared Tariffs	Business Share 500	2-3	500	500		✓	30p per minute	Unlimited	0.5MB	£25.00
	Business Share 1,300	2-6	1,300	1,300		(to 10 numbers starting 01, 02 or 03)				£45.00
	Business Share 2,000	2-10	2,000	2,000	✓	£80.00				
	Business Share 5,000	2-25	5,000	5,000	£200.00					
	Additional Shared Users	n/a	Shared	Shared						£15.00

*Unlimited texts is a promotion - tariff usually has 100 inclusive texts only.

One month rollover of unused minutes and messaging now included. Customers can increase the additional number of sharers they're allowed on their tariff by adding extra minutes. Excessive usage policy applies to all unlimited offers. Charge above data limit = £1.80 per MB

¹Business Single Max customers must take the Standard Handset data bolt on @ £2.50.

Step 2 - Choose a bolt on. Customise with additional minutes, texts or account options.

Shared minutes & messages are added to the primary handset and are available to all mobiles on the account on a first come, first served basis.

+ Anytime, Anyone Minutes*

	Available on Business Single Tariffs	Available on Business Sharer Tariffs	Customers can share across handsets	Rollover of unused minutes	Extra shared users (up to)	Monthly Cost per handset
100 Minutes*					0	£6.38
500 Minutes*	✓				4	£24.00
1,000 Minutes*		✓	✓	✓	8	£40.00
5,000 Minutes*					25	£200.00
10,000 Minutes*	✗				50	£400.00
20,000 Minutes*					100	£800.00

*UK Calls to standard UK landlines (starting 01, 02, 03) standard UK mobiles, Group Conferencing & GSM WAP

Customers can have up to 75,000 shared minutes in total - including their tariff's inclusive minutes

+ Off Peak, Anyone Minutes*

	Available on Business Single Tariffs	Available on Business Sharer Tariffs	Customers can share across handsets	Rollover of unused minutes	Extra shared users (up to)	Monthly Cost per handset
Unlimited Off Peak*	✓	✓	✗	✗	0	£5.00

*Bundle includes 3,000 off peak minutes. Off Peak UK Calls to standard UK landlines (starting 01, 02, 03) standard UK mobiles, Group Conferencing & GSM WAP. Off Peak is from 19:00-07:00 weekdays and 19:00 Friday to 07:00 Monday over the weekend.

+ Landline Bolt On

	Available on Business Single Tariffs	Available on Business Sharer Tariffs	Customers can share across handsets	Rollover of unused minutes	Monthly Cost per handset
Unlimited Landline*	✓	✓	✗	✗	£5.00

*Bundle includes 3,000 anytime minutes to standard UK landlines starting 01, 02 & 03 from the UK

Step 2 - Choose a bolt on. Customise with additional minutes, texts or account options.

Shared minutes & messages are added to the primary handset and are available to all mobiles on the account on a first come, first served basis.

+Text Bolt Ons

	Available on Business Single Tariffs	Available on Business Sharer Tariffs	Customers can share across handsets	Rollover of unused texts	Monthly Cost per Handset
200 Texts*	✓				£2.50
500 Texts*					£5.00
1,000 Texts*		✓	✓	✓	£10.00
2,000 Texts*	✗				£20.00
5,000 Texts*					£50.00
Unlimited Texts*	✓		✗	n/a	£6.50

*Sent in the UK to UK Mobiles

+Account Options

	Monthly Cost per handset	
Opt out of direct debit	£2.50	<ul style="list-style-type: none"> Customers can have up to 7,500 shared texts in total - including their tariff's inclusive texts Customers can add up to 10 Bolt Ons to their primary handsets
Paper itemised billing	£1.00	

Step 3 - To get more data, buy additional Bolt Ons

+Core Data Bolt Ons

	Monthly Core Allowance	UK O ₂ Wi-Fi	UK MMS	Ability to Use Core Data to Tether	Monthly Cost per Handset
Standard Handset	100MB (The Basics)	n/a	n/a	✗	£2.50
Smartphone	500MB (The All Rounder)	Unlimited	20 Messages	✓	£5.00
	1GB (The Works)		50 Messages		£8.33
BIS or iPhone	500MB (The All Rounder)		20 Messages		£5.00
	1GB (The Works)		50 Messages		£8.33
BES	500MB (The All Rounder)		20 Messages		£28.00
	1GB (The Works)		50 Messages		£31.33

+Top Ups/Recurring Bolt Ons

	Monthly Cost per handset	Monthly Cost per handset
100MB	£2.50	1GB + Unlimited UK O ₂ Wi-Fi £8.33
500MB + Unlimited UK O ₂ Wi-Fi	£5.00	2GB + Unlimited UK O ₂ Wi-Fi £15.00
		3GB + Unlimited UK O ₂ Wi-Fi £22.50

Customers can choose to add these Bolt Ons at any point in their contract, either as a one-off or as a monthly recurring Bolt On. No rollover. If a customer takes 100MB as part of their core allowance and then tops up with 500MB or more they will not get unlimited wi-fi.

Step 4 - Add any Travel or International Bolt Ons needed

+ International Favourites

	What's Included?	Monthly Line Rental
Calls to 3 International Landline Numbers	<ul style="list-style-type: none"> Call selected international numbers at no extra charge. (up to 3,000 mins landline, 200 minutes to mobiles - if included) One inbound international "call me" number from one overseas country (receive up to 3,000 minutes of calls) Online setup 	£8.51
Calls to 5 International Landline or Mobile Numbers		£17.02

+ Travel

	What's Included?	Monthly Line Rental
My Europe Extra	<ul style="list-style-type: none"> Free incoming calls in Europe 25p per minute for calls to anywhere in Europe from Europe 	£4.25

+ BlackBerry Roaming

	What's Included?	Monthly Cost per Handset
BlackBerry® Internet Service with roaming	As with BlackBerry® Internet Service bolt on plus all BlackBerry data usage	£24.26
BlackBerry® Enterprise Solution with roaming	As with BlackBerry® Enterprise Solution bolt on plus all BlackBerry data usage	£48.00



Price Plan | Best for Business Pay as You Use

VOICE

	What's Included?			Min/Max Handsets	Call Charges				Monthly Line Rental	
	Minutes	Text Messages	Data		UK Landlines	Other networks	O ₂ to O ₂	UK to EU	24 month	36 month
Best for Business Pay as You Use	0	0	0	2-any	8p	30p	8p	8p	£11.91	£11.91



Bolt Ons



+ Core Data Bolt Ons

	Monthly Core Allowance	UK O ₂ Wi-Fi	UK MMS	Ability to Use Core Data to Tether	Monthly Cost per Handset
Standard Handset	100MB (The Basics)	n/a	n/a	✗	£2.50
Smartphone	500MB (The All Rounder)	Unlimited	20 Messages	✓	£5.00
	1GB (The Works)		50 Messages		£8.33
BIS or iPhone	500MB (The All Rounder)		20 Messages		£5.00
	1GB (The Works)		50 Messages		£8.33
BES	500MB (The All Rounder)		20 Messages		£28.00
	1GB (The Works)		50 Messages		£31.33

O₂ Mobile Broadband*

*These tariffs are not suitable for iPads



Price Plan | O₂ Mobile Broadband Tariffs*

BROADBAND

	Monthly Cost	Overage/ MB
Mobile Broadband 1GB + Unlimited UK O ₂ Wi-Fi	£7.50	1.7p
Mobile Broadband 2GB + Unlimited UK O ₂ Wi-Fi	£13.50	

+Top Ups/Recurring Bolt Ons

	Monthly Cost per handset		Monthly Cost per handset
100MB + Unlimited UK O ₂ Wi-Fi	£2.50	1GB + Unlimited UK O ₂ Wi-Fi	£8.33
500MB + Unlimited UK O ₂ Wi-Fi	£5.00	2GB + Unlimited UK Wi-Fi	£15.00
		3GB + Unlimited UK Wi-Fi	£22.50

Customers can choose to add these Bolt Ons at any point in their contract, either as a one-off or as a monthly recurring Bolt On. No rollover.

O₂ Landline



Price Plan | O₂ Landline Line Rental & Call Tariffs

	Customer Type	What's Included?		Monthly Line Rental	
		Inclusive Minutes to O ₂ Mobiles	Care Package		
Landline (analogue)	Existing O ₂ Mobile Customers	0	Level 2	£11.50	
		200		£13.50	
	Non O ₂ Mobile Customers	0		£14.50	
		200		£16.50	
ISDN2	Existing O ₂ Mobile Customers	200	Level 3	£17.50	
		400		£19.50	
ISDN30 (8-30 Channels)	Existing & Non O ₂ Mobile Customers	0	Level 2	£22.00 (2 Channels)	
Calls Only		N/A		N/A	£14.00 - 8-10 Channels
					£13.50 - 11-20 Channels
				£13.00 - 21-30 Channels	
				£0.00	

+ Call Prices

	Cost
Calls to landlines (local and national)	1ppm
Calls to O ₂ mobiles	6ppm
Call to all other mobiles (except 3)	8ppm
Calls to 3 mobiles	13ppm
Call connection charge (doesn't apply to calls within the inclusive allowance or minute bolt ons)	2p
0845 local	Up to 3.5ppm
08705 national	Up to 1.5ppm

+ Minute Bolt Ons

	Monthly Price		
	Calls to Standard UK Landlines & UK Mobiles	Calls to O ₂ Mobiles Only	Calls to Standard UK Landlines
200 Minutes	N/A	£2.00*	£1.82
240 Minutes	£8.63	N/A	N/A
500 Minutes	£15.81	£10.20	£4.40
1,000 Minutes	£28.75	£19.80	£8.47
2,000 Minutes	£51.75	£36.00	£16.50
3,000 Minutes	N/A	£52.20	£23.93
5,000 Minutes	£115.00	£84.00	£38.50
7,000 Minutes	N/A	£108.00	£51.98
10,000 Minutes	£201.25	£156.00	£71.50
20,000 Minutes	£345.00	£300.00	£137.50
50,000 Minutes	£862.50	£756.00	£346.50
75,000 Minutes	£1,293.75	£1,140.00	£522.50
100,000 Minutes	£1,600.00	£1,400.00	£650.00

* Promotional price for ISDN customers - every month for the life of the contract. Price for non-ISDN = £4.20
 Minutes are valid for one month and do not rollover to the following month
 The total number of inclusive minutes that a customer can share across all lines connected to the landline service (including Landline, ISDN2 and ISDN30 lines) must not exceed 100,000 minutes per account.

O₂ Landline (cont'd)

+ Extra Services

	Landline price per month	ISDN2 price per month	ISDN30 price per month
1571 Answerphone	94p	n/a	n/a
Call waiting	50p	£1.00	£3.00
Call barring	50p + standard call charges		
Call forwarding	50p	50p	50p
Call divert	50p	n/a	n/a
Caller display	50p	n/a	n/a
Smart divert	£3.50 one off charge & 50p per month	n/a	n/a
Call sign	50p	n/a	n/a

+ Installation & Transfer Fees

	One Off Cost
Transfer Landline	£3.00
Install Landline	£67.00
Transfer ISDN2	£11.30
Install ISDN2	£232.50
Convert Landline to ISDN2	£202.74
Transfer ISDN30	£75.00
Install ISDN30	£550.00 (Plus £30 per Channel)

+ Care Packages

	Operating Hours	Fault Report Response Rates	Cost Per Line/Channel
Level 2	08:00-18:00 Mon - Sat, excl Public & Bank Holidays	within operating hours, by the end of the next working day outside operating hours, by the end of the second working day	Included as standard
Level 3	07:00-21:00 Mon - Sat, incl Public & Bank Holidays	before 1pm, by the end of the day including Public and Bank Holidays after 1pm, within operating hours, before 1pm the next day outside operating hours, contact at the start of next working day	£4.00
Level 4	24 hours a day, 7 days a week, incl Public & Bank Holidays	within 6 hours, if 24 hour access is available	£5.00

+ Expedited Repair

	One-Off Repair At This Package's Service Level	Cost
Level 2	Level 3	£500 per landline/ISDN2 line
	Level 4	£650 per landline/ISDN2 line £500 per ISDN30 channel
Level 3	Level 4	£150 per landline/ISDN2 line

Things you need to know about O₂ Landline:

- New prices apply to new customers only
- Existing (old) prices are not available to new customers
- Existing customers retain existing prices until the end of their contract
- Additional lines purchased by existing customers (within contract) will get the old price until the end of their current contract
- A customer cannot combine two or more offers

O₂ Business Broadband



Price Plan | O₂ Business Broadband

	What do you get?	24/36 Month
Home Office	<ul style="list-style-type: none"> Download speed up to 20 MB, upload speed up to 1.3 MB Designed for home workers, remote workers, sole traders and business professional. There's security software for two PCs, a wireless router and static IP included. Connection, McAfee antivirus software, the My O2 Desktop Assistant (enables remote technical support) included. Ideal for surfing, downloading and sending emails with attachments. 	£15.50 per month for existing O ₂ customers (fixed line and mobile)
		£20.50 non-O ₂ customers
Office 10	<ul style="list-style-type: none"> Download speed up to 20 MB, upload speed up to 2.5 MB Designed for small office with multiple users. There's security software for ten PCs. Wireless router and static IP included. Connection, McAfee antivirus software, the My O2 Desktop Assistant (enables remote technical support) included. Ideal for simultaneous use and more intensive data uploads. 	£22.50 per month for existing O ₂ customers (fixed line and mobile)
		£27.50 non-O ₂ customers
Access	<ul style="list-style-type: none"> For customers outside of the coverage of the O2 Broadband network. This service is delivered over BT's broadband network and is only offered to customers in areas where their local BT telephone exchange has not been unbundled by O2. Download speed up to 8 MB, Upload speed up to 0.44MB. Connection, wireless router, McAfee antivirus software, the My O2 Desktop Assistant (enables remote technical support) included. 	£25.00 per month for existing O ₂ customers (fixed line and mobile)
		£30.00 non-O ₂ customers

* Please note the prices listed above are in addition to the line rental of your current landline

+ Fast Fix Service

	What's covered?	Cost per month
Fast Fix Service	The Fast Fix service protects against any downtime with: <ul style="list-style-type: none"> 24 hour fault fix guarantee Delivery of a replacement routers by 10 am the next working day (Mon – Sat). Back up dongle to keep them online when they sign up to the Fast Fix Service. Customers can't benefit from Fast Fix by ordering at the time of a technical issue – they must sign up to the service when they buy their broadband line. 	£10.00

+ Additional Costs

	What is it?	One off Cost
Business Movers Charge	Customers are allowed one change of address per year - any additional changes are chargeable	£50.00
Express Cancellation Charge	To disconnect O2 Business Broadband straight away rather than waiting the 30 day notice period	£15.00
Reactivation Charge	To reactivate if an account is suspended e.g. delayed bill payment	£10.00
Reconnection Charge	If a customer has to be reconnected e.g. landline provider disconnects landline	£15.00
Termination Prior to Contract End Date	Customers will be charged for remainder of period i.e. cost of monthly line rental x number of remaining months	n/a
O2 Router - Contract Termination	This remains property of O2. If a customer terminates their contract and does not return their router within 30 days, O2 reserve the right to charge a fee.	£50.00

Why choose O₂ Business Broadband?

- For Small Office, branches, homeworkers and soletraders
- Includes everything that's needed with no sneaky charges
- No connection or transfer charges
- Easy to set-up
- Practical Business support
- Added assurance with 24 Hour Fast Fix option and Emergency Dongle available
- 30 day no-quibble happiness guarantee
- Available across the UK (with the exception of Kingston upon Hull, Isle of Man, Isles of Scilly and the channel Isles)

Things to know:

- To provide O₂ Business Broadband the customer must have a BT Wholesale analogue line connected at their premises. If no line exists this must be obtained and can be provided by O₂
- A customer does not have to purchase an O₂ business landline in order to subscribe to O₂ business broadband
- O₂ Business Broadband cannot be supported over ISDN lines
- If a Broadband service already exists for the proposed line with another provider this must be migrated to O2. The customer will need to provide a MAC code



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 1300	= £50.00
1 x 500 Texts	= £5.00
4 x Additional Shared Users @ £15	= £60.00
5 x BlackBerry BES @ £28	= £140.00
Total	= £255.00
	x 35% Revenue Share
	x 24 Month Contract Period
Advance Revenue Share Commission Total	= £2,142.00
	+
5 x BlackBerry Bonus @ £50	= £250.00
Total Advance Commission Payable	= £2,392.00

Option 2:

1 x Business Share 1300	= £50.00
1 x 500 Texts	= £5.00
4 x Additional Shared Users @ £15	= £60.00
5 x BlackBerry BES @ £28	= £140.00
Total	= £255.00
	x 35% Revenue Share
	x 12 Month Advance
	+ 12 Monthly Payment @
	40%
Total Advance Payable	= £1,071.00
	+
Total monthly revenue share Payable	= £1,224.00 (over 12 monthly payments)
	+
5 x BlackBerry Bonus @ £50	= £250.00
Total Commission Payable	= £2,545.00

Option 3:

1 x Business Share 1300	= £50.00
1 x 500 Texts	= £5.00
4 x Additional Shared Users @ £15	= £60.00
5 x BlackBerry BES @ £28	= £140.00
Total	= £255.00
	x 40% Revenue Share
Monthly Revenue Share paid total	= £102.00
	x 24 = 2,448.00
	+
5 x BlackBerry Bonus @ £50	= £250.00
Total Commission Payable	= £2,698.00

36 Months:

Option 1 (Default option):

1 x Business Share 1300	= £50.00
1 x 500 Texts	= £5.00
4 x Additional Shared Users @ £15	= £60.00
5 x BlackBerry BES @ £28	= £140.00
Total	= £255.00
	x 35% Revenue Share
	x 36 Month Contract Period
Advance Revenue Share Commission Total	= £3,213.00
	+
5 x BlackBerry Bonus @ £50	= £250.00
Total Advance Commission Payable	= £3,463.00

Option 2:

1 x Business Share 1300	= £50.00
1 x 500 Texts	= £5.00
4 x Additional Shared Users @ £15	= £60.00
5 x BlackBerry BES @ £28	= £140.00
Total	= £255.00
	x 35% Revenue Share
	x 12 Month Advance
	+ 24 Monthly Payment @
	40%
Total Advance Payable	= £1,071.00
	+
Total monthly revenue share Payable	= £2,448.00 (over 24 monthly payments)
	+
5 x BlackBerry Bonus @ £50	= £250.00
Total Commission Payable	= £3,769.00

Option 3:

1 x Business Share 1300	= £50.00
1 x 500 Texts	= £5.00
4 x Additional Shared Users @ £15	= £60.00
5 x BlackBerry BES @ £28	= £140.00
Total	= £255.00
	x 40% Revenue Share
Monthly revenue Share paid total	= £102.00
	x 36 = 3,672.00
	+
5 x BlackBerry Bonus @ £50	= £250.00
Total Commission Payable	= £3,922.00

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 30th September 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

Joined Up

O₂ Landline

- 20%** monthly ongoing revenue paid on all O₂ Landline minute bolt ons.
PLUS
- 10%** monthly ongoing revenue- will be paid upon receipt of billing data from the network and monthly thereafter for connections made between 1st July 2011 and 30th September 2011.
PLUS
- For every O₂ Landline connected with mobile you get **£50** (applicable on 24 and 36 months contracts only) until 30th September 2011.*

*If both O₂ Business Broadband and O₂ Landline are connected with mobile, the £50 bonus will only be paid once.

O₂ Business Broadband

- 10%** monthly ongoing revenue- will be paid upon receipt of billing data from the network and monthly thereafter for connections made between 1st July 2011 and 30th September 2011.
PLUS
- For every O₂ Business Broadband connected with mobile you get **£50** (applicable on 24 and 36 months contracts only) until 30th September 2011.*

*If both O₂ Business Broadband and O₂ Landline are connected with mobile, the £50 bonus will only be paid once.

Other

Applications

	Commission
Destiny Digital Pen	£25.00
GPXS Condor	£25.00
Hand-e-pix	£25.00
Telmap Navigator	£10.00
VeriLocation	£25.00
Beat Systems	£25.00
3X	£25.00
Cognito	£25.00
IQ Link	£25.00
Paper IQ	£25.00
Wireless Data Applications	£25.00

Consumer Re-signs

	Commission
Band A & B	£40.00
Band C & D	£100.00
Band E & F	£120.00
Band G & H	£160.00
Band I & J	£210.00
Band K & L	£265.00
Band Y	£90.00
Band Z	£140.00

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