

# TALKING

## WINTER 2010

commissions

### Highlights

O<sub>2</sub>

- Until 31st March, for every new 36 month business contract, you will receive a bonus **£25** commission.
- **PLUS**
- During the month of March you can earn **£100** for each new O<sub>2</sub> business voice connection above your target. Your target will be communicated to you on 1st March.
- Until 31st March- For every O<sub>2</sub> Landline connected you receive **£50** commission, paid weekly.
- **3 months free** subscription is available on connections to Mobile Broadband. This offer is revenue share protected.
- Until 31st March, connect one Pay Monthly O<sub>2</sub> Mobile Broadband USB Modem, and once it is connected Avenir will send you a Pay As You Use USB Modem for **free!**
- Receive **£50** BlackBerry bonus on all new connections and re-signs, where BlackBerry hasn't been previously applied.

orange™

- **£10** extra bonus on all upgrades on Orange.

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- Fantastic **100%** of your commission in advance



**AVENIR**  
TELECOM



## Commissions FAQs



Please note that all O<sub>2</sub> price plans published in Talking Shop (unless otherwise stated) are subject to a minimum term of 24 months).

# O<sub>2</sub> Commission Scheme

Avenir Telecom will pay advanced revenue share, based on all contractual products that are added at point of sale. This comprises 24 or 36 month line rental plus **all** bolt ons including, for example, additional minutes and BlackBerry.

### Benefits are:

- Increases the value of your business
- Improves cash-flow
- Protects your revenue stream
- Eliminates true down
- Advanced revenue share paid for all bolt ons at point of connection
- All connections will be applicable to the standard true up schedules at months 8 and 15.
- Advanced revenue share is paid @ 35% for 24 months and 36 months.

Some working examples of this positive impact:

### Example 1:

Tariff – 24 Months	Monthly Line Rental
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	= <b>£2,392.00*</b>

### Example 2:

Tariff – 24 Months	Monthly Line Rental
1 x Business Share 5000	= £250.00
1 x 1,000 Minutes	= £55.00
5 x Web Bolt on @ 6.38	= £31.90
15 x Additional Sharer @ £15	= £225.00
Total	= £561.90
	x 35% Revenue Share
	x 24 Month Contract Period
Total Advance Commission Payable	= <b>£4,719.96*</b>

\*Additional £10 connection bonus on all new voice connections.

***All contracts and POs sent to our Client Services department for all new, upgrade or re-sign MUST identify all the contractual payments applicable so the correct commission payable is made i.e. 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.

# O<sub>2</sub> New Connections

Avenir Telecom will pay advanced revenue share, based on all contractual products that are added at point of sale. This comprises 24 month line rental plus **all** bolt ons including, for example, additional minutes and BlackBerry.

## 24 Month Contract Advance Revenue Share Payment Options

1. Avenir Telecom will pay advance revenue share of 24 months line rental plus all bolt ons @ 35%

Please contact your Business Development Manager or Commissions (020 8731 4444) if you have any questions about the above.

NB: All connections will be applicable to the standard true-up schedules

# All Non-Revenue Share Upgrades

An existing customer, who is not currently on the O<sub>2</sub> revenue share scheme, will attract the same level of commission with the same cash advance as a new connection – this is a great opportunity to enjoy a retention commission which is equal to an acquisition commission.

## O<sub>2</sub> Revenue Share Re-signs

*Please note that failure to re-sign your customer into commitment will result in all commission payments ceasing to be paid.*

Customers signed to contracts under the revenue share commercial model are eligible for re-sign.

### Customers in the last 12 months of their contracts

- Customers must be re-signed before the **last 30 days** of their contract thus avoiding the end user being open for all other sales channels to re-sign that customer and the customer no longer being ring fenced.
- The new contract start date for **all** re-signs will be the processing date (which can be any time from day 1 of month 13 onwards) for a further 24 or 36 months, as appropriate.

Please note that should a customer contact O<sub>2</sub> asking to leave less than 30 days from their contract end date, O<sub>2</sub> 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 payments applicable so the correct commission payable is made i.e. this includes all bolt ons, additional minutes and BlackBerry products.***

### Advance Revenue Share Payments

#### Current 24 Month Contracts\*

When you re-sign after month 12 you have four options:

1. 24 month re-sign: We will pay an advanced revenue share of 12 months based on actual ARPU @ 35%
2. 24 month re-sign: We will pay 40% ongoing revenue share from month 25 to month 36
3. 36 month re-sign: We will pay an advanced revenue share of 24 months based on actual ARPU @ 35%
4. 36 month re-sign: We will pay 40% ongoing revenue share from month 25 to month 48

When you re-sign at the end of the contract term you have four options:

1. 24 month re-sign: We will pay an advanced revenue share of 24 months based on actual ARPU @ 35%
2. 24 month re-sign: We will pay 40% ongoing revenue share from month 25 to month 48
3. 36 month re-sign: We will pay an advanced revenue share of 36 months based on actual ARPU @ 35%
4. 36 month re-sign: We will pay an advanced revenue share of 24 months based on actual ARPU @ 35% and 40% monthly from month 25 to month 36

#### Current 36 Month Contracts\*

When you re-sign after month 12 you have two options:

1. When you re-sign after month 12 for a further 36 months we will pay an advanced revenue share of 24 months based on actual ARPU @ 35%
2. We will pay 40% ongoing revenue share from month 25 to month 48

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

# O<sub>2</sub> Commissions

## Business Plans

### New Business Tariffs

	Commission- Line Rental	
	24 Months	35%
Business Single 300	£210.00	
Business Single 600	£252.00	
Business Single 1200	£336.00	
Business Single Unlimited	£546.00	
Business Share 1300	£420.00	
Business Share 2000	£840.00	
Business Share 5000	£2,100.00	
Sharer	£126.00	
Best for Business Pay as You Use	£100.04	
Mobile Extension	£109.20	

### Minute & Texts

	Commission - Line Rental	
	24 Months	35%
100 Shared Minutes	£53.59	
500 Shared Minutes	£294.00	
1000 Shared Minutes	£462.00	
5000 Shared Minutes	£2100.00	
10000 Shared Minutes	£4200.00	
20000 Shared Minutes	£8400.00	
Unlimited Landline Calls	£53.59	
200 Messages	£21.00	
500 Messages	£42.00	
Unlimited Messages	£54.60	

### iPhone

	Commission - Line Rental	
	24 Months	35%
iPhone Bolt On	£71.48	
iPhone Tethering 3GB	£83.92	
iPhone Tethering Unlimited	£126.00	

### Travel

	Commission - Line Rental	
	1 Month Option	24 Months 35%
Data Abroad 10	£5.96	£84.00
Data Abroad 50	£14.89	£294.00
Data Abroad 200	£44.68	£588.00



**£50 BlackBerry bonus on all new connections & re-signs, where BlackBerry hasn't been previously applied.**

### Data

	Commission - Line Rental	
	24 Months	35%
Smartphone Bolt On	£71.48	
Web Bolt On with Voice	£53.59	
Web Max	£210.00	
128MB Shared	£252.00	
256MB Shared	£462.00	
512MB Shared	£840.00	
768MB Shared	£1176.00	
1GB Shared	£1512.00	
2GB Shared	£2436.00	
3GB Shared	£3402.00	
4GB Shared	£3990.00	
5GB Shared	£4578.00	
6GB Shared	£4914.00	
7GB Shared	£5376.00	
8GB Shared	£5880.00	
9GB Shared	£6300.00	
Additional Users- Without Voice	£84.00	
Additional Users- With Voice	£42.00	

### My Business

	Commission - Line Rental	
	24 Months	35%
My Business Text 500	£252.00	
My Business Text 700	£294.00	
My Business BlackBerry 500	£252.00	
My Business BlackBerry 700	£294.00	
My Business Web & Mail 500	£252.00	
My Business Web & Mail 700	£294.00	

### BlackBerry

	Commission - Line Rental	
	24 Months	35%
BIS with Voice*	£71.48	
BIS Data Only	£107.27	
BES with Voice	£235.20	
BES Data Only	£235.20	

\*If sold free of charge for 24 months this product will attract zero commission, and therefore is not revenue share protected.

## Mobile Broadband SIM Embedded

	Commission - Line Rental			Total Comms
	24 Months	SIM Price	Additional Bonus	
Mobile Broadband 1GB	£53.59	£15.00	£0.00	£38.59
Mobile Broadband 3GB	£89.38	£15.00	£30.00	£104.38
Mobile Broadband Unlimited	£126.00	£15.00	£50.00	£161.00

## Mobile Broadband with Laptop

	Commission - Line Rental			Total Comms
	24 Months	Additional Bonus	Total Comms	
Mobile Broadband 3GB with Asus 1005H*	£178.75	£130.00^	£308.75	
Mobile Broadband 9GB with Asus 1005H*	£243.10	£150.00^	£393.10	
Mobile Broadband 3GB with Samsung R519*	£250.24	£130.00^	£380.24	
Mobile Broadband 9GB with Samsung R519*	£314.58	£150.00^	£464.58	

\* SIM card not included  
^ £100 when not taken with USB modem

## Mobile Broadband with E156 USB Modem

	Commission - Line Rental			Total Comms
	24 Months	E156 USB Modem Price*	Additional Bonus	
Mobile Broadband 1GB	£53.59	£50.00	£0.00	£3.59
Mobile Broadband 3GB	£89.38	£50.00	£30.00	£69.38
Mobile Broadband Unlimited	£126.00	£50.00	£50.00	£126.00

\* SIM card not included

## Mobile Broadband with E169 USB Modem

	Commission - Line Rental			Total Comms
	24 Months	E169 USB Modem Price*	Additional Bonus	
Mobile Broadband 1GB	£53.59	£70.00	£0.00	-£16.41
Mobile Broadband 3GB	£89.38	£70.00	£30.00	£49.38
Mobile Broadband Unlimited	£126.00	£70.00	£50.00	£106.00

\* SIM card not included

## SIM Only (Retention Plans)

	Commission- Line Rental
	24 Months 35%
Business Single 300	£126.00
Business Single 600	£168.00
Business Single 1200	£252.00
Business Single Unlimited	£462.00
Business Share 1300	£294.00
Business Share 2000	£714.00
Business Share 5000	£1,974.00
Sharer	£67.20

## Joined Up

### O<sub>2</sub> Landline

1. O<sub>2</sub> Landline- For every line connected you get £50 (applicable on 24 and 36 months contracts only), paid weekly.\*

PLUS

2. 7% monthly ongoing revenue- will be paid upon receipt of billing data from the network and monthly thereafter

\*The £50 bonus is not applicable with the free of charge landline tariff.

## Other

### Applications

	Commission
Destiny Digital Pen	£40.00
GPXS Condor	£40.00
Hand-e-pix	£40.00
Telmap Navigator	£30.00
VeriLocation	£40.00
Beat Systems	£15.00
3X	£15.00
Cognito	£15.00
IQ Link	£15.00
Paper IQ	£15.00
Wireless Data Applications	£15.00

### 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

# O<sub>2</sub> Legacy Connections

Avenir Telecom will pay advanced revenue share, based on all contractual products that are added at point of sale. This comprises 24 or 36 month line rental plus **all** bolt ons including, for example, additional minutes and BlackBerry.

## 36 Month Contract Advance Revenue Share Payment Options

1. Avenir Telecom will pay advance revenue share of 36 months line rental plus all bolt ons @ 35%

OR

2. Avenir Telecom will pay advance revenue share of 24 months line rental plus all bolt ons @ 35% and 40% monthly from month 25 to month 36

Please contact your Business Development Manager or Commissions (020 8731 4444) if you have any questions about the above.

NB: All connections will be applicable to the standard true-up schedules

# O<sub>2</sub> Legacy Commissions

## Business Plans

### Shared Business Plans

	Commission- Line Rental		
	24 Months 35%	36 Months 35%	36 Months 35% + 40%
Small Business Regular	£188.16	£264.60	£277.20
Small Business Frequent	£235.20	£330.75	£346.50
Medium Business Regular	£336.00	£472.50	£495.00
Medium Business Frequent	£369.60	£519.75	£544.50
Large Business Regular	£705.60	£992.25	£1,039.50
Large Business Frequent	£1,747.20	£2,457.00	£2,574.00
Additional Users	£100.80	£141.75	£148.50
Business Super User	£806.40	£1,134.00	£1,188.00
Best for Business Pay as You Use	£100.04	£150.07	£157.21
Mobile Extension	£109.20	£163.80	£171.60

NB Additional £10 connection bonus paid on all new voice connections

### Shared Minutes & Messages

	Commission - Line Rental		
	24 Months 35%	36 Months 35%	36 Months 35% + 40%
500 Shared Minutes	£201.60	£283.50	£297.00
1000 Shared Minutes	£336.00	£472.50	£495.00
5000 Shared Minutes	£1,680.00	£2,362.50	£2,475.00
10000 Shared Minutes	£3,360.00	£4,725.00	£4,950.00
20000 Shared Minutes	£6,720.00	£9,450.00	£9,900.00
200 Messages	£16.80	£23.69	£24.82
500 Messages	£33.60	£47.25	£49.50
1000 Messages	£67.20	£94.50	£99.00
Unlimited Messages	£43.68	£61.36	£64.28



**£50 BlackBerry bonus on all new connections & re-signs, where BlackBerry hasn't been previously applied.**

### Data Only

	Commission - Line Rental		
	24 Months 35%	36 Months 35%	36 Months 35% + 40%
Web Bolt On with Voice	£53.59	£80.39	£84.22
Web Max	£210.00	£315.00	£330.00
128MB Shared	£252.00	£378.00	£396.00
256MB Shared	£462.00	£693.00	£726.00
512MB Shared	£840.00	£1,260.00	£1,320.00
768MB Shared	£1,176.00	£1,764.00	£1,848.00
1GB Shared	£1,512.00	£2,268.00	£2,376.00
2GB Shared	£2,436.00	£3,654.00	£3,828.00
3GB Shared	£3,402.00	£5,103.00	£5,346.00
4GB Shared	£3,990.00	£5,985.00	£6,270.00
5GB Shared	£4,578.00	£6,867.00	£7,194.00
6GB Shared	£4,914.00	£7,371.00	£7,722.00
7GB Shared	£5,376.00	£8,064.00	£8,448.00
8GB Shared	£5,880.00	£8,820.00	£9,240.00
9GB Shared	£6,300.00	£9,450.00	£9,900.00
Additional Users- Without Voice	£84.00	£126.00	£132.00
Additional Users- With Voice	£42.00	£63.00	£66.00

### BlackBerry

	Commission - Line Rental		
	24 Months 35%	36 Months 35%	36 Months 35% + 40%
BIS with Voice	£71.48	£107.23	£112.33
BES with Voice	£235.20	£352.80	£369.60

### Data Abroad

	Commission - Line Rental			
	1 Month Option	24 Months 35%	36 Months 35%	36 Months 35% + 40%
Data Abroad 10	£5.96	£84.00	£126.00	£132.00
Data Abroad 50	£14.89	£294.00	£441.00	£462.00
Data Abroad 200	£44.68	£588.00	£882.00	£924.00



# Commissions FAQs

## Introducing Revenue Share

Orange now offers revenue share as part of their commission structure. The structure sees partners receiving an advance commission payment followed by 8% of a customer's ARPU on a monthly basis, as long as the customer remains with Orange.

## FAQs

### How does Orange revenue share affect me?

Rather than receive 100% of your commission up front, your payment is split. A proportion is paid as an advance once the connection has been completed. You will then receive 8% of your customer's ARPU on a monthly basis as long as the customer remains with Orange.

### When will I receive the first payment and how often is each subsequent payment?

The first payment will be made 60 days from date of connection and every month thereafter.

### Do the payments stop once the customer has completed their minimum term?

No. You will continue to receive ongoing revenue.

### When may I re-sign my customer?

Your customer may re-sign 3 months prior to contract end with the remaining 3 months being added onto the end of the new contract term.

### Does the revenue share model apply to upgrades?

Yes. A proportion of your commission will be paid as normal once the re-sign has been completed. You will then receive 8% of your customer's ARPU on a monthly basis.

### Will I be clawed back if my customer's ARPU is low?

No. There is no clawback related to the customer's ARPU.

# Orange Commissions

## Business Plans

### Business Solo

	18 month	24 month
Business Solo 30	£250.00	£330.00
Business Solo 35	£273.00	£388.00
Business Solo 40	£363.00	£439.00
Business Solo 45	£394.00	£540.00

**PLUS 8% Ongoing Revenue**

### Business Infinity

	18 month	24 month	36 month
Business Infinity	£365.00	£435.00	£405.00

**PLUS 8% Ongoing Revenue**

### Business Sense

	18 month	24m Options	24m Discount	36m Options	36m Discount
Business Sense 500	£279.00	£402.00	£358.00	£483.00	£374.00
Business Sense 750	£392.00	£556.00	£498.00	£664.00	£519.00
Business Sense 1,000	£505.00	£710.00	£637.00	£845.00	£664.00
Business Sense 1,500	£638.00	£908.00	£826.00	£1,065.00	£840.00
Business Sense 2,000	£731.00	£1,037.00	£944.00	£1,215.00	£960.00
Business Sense 3,000	£1,056.00	£1,488.00	£1,358.00	£1,740.00	£1,380.00
Business Sense 4,000	£1,382.00	£1,940.00	£1,771.00	£2,265.00	£1,800.00
Business Sense 5,000	£1,661.00	£2,327.00	£2,126.00	£2,715.00	£2,160.00
Business Sense 7,000	£2,498.00	£3,488.00	£3,189.00	£4,065.00	£3,240.00
Business Sense 10,000	£3,428.00	£4,778.00	£4,371.00	£5,565.00	£4,440.00
Business Sense 12,000	£4,125.00	£5,745.00	£5,257.00	£6,690.00	£5,340.00
Business Sense 15,000	£5,055.00	£7,035.00	£6,438.00	£8,190.00	£6,540.00
Business Sense 20,000	£6,683.00	£9,293.00	£8,506.00	£10,815.00	£8,640.00
Business Sense 25,000	£8,310.00	£11,550.00	£10,574.00	£13,440.00	£10,740.00
Business Sense 35,000	£11,565.00	£16,065.00	£14,709.00	£18,690.00	£14,940.00
Business Sense 45,000	£14,820.00	£20,580.00	£18,844.00	£23,940.00	£19,140.00
Business Sense Sharer	£182.00	n/a	n/a	n/a	n/a
Business Sense Sharer- Discount	n/a	n/a	£212.00	n/a	£225.00
Business Sense Sharer- Options	n/a	£252.00	n/a	£293.00	n/a

**PLUS 8% Ongoing Revenue**

### BlackBerry Data Only

	12 month	18 month	24 month	36 month
BlackBerry Internet Solution	£30.02	£46.98	£63.95	£73.08
BlackBerry Enterprise Solution	£119.19	£217.07	£250.13	£300.15
BlackBerry Enterprise Solution + Roaming	£142.19	£240.07	£273.13	£323.15

**PLUS 8% Ongoing Revenue**

# Business Plans (continued)

## Mobile Broadband for Single Users

	30 Day Rolling	12 month	18 month	24 month
Internet Everywhere 1GB	n/a	n/a	£40.00	n/a
Internet Everywhere 3GB	£17.00	n/a	£70.00	n/a
Internet Everywhere 10GB	£37.00	n/a	£100.00	n/a
Business Everywhere Unlimited	n/a	£95.00	£120.00	£120.00
Business Everywhere Traveller	n/a	£135.00	£164.00	£192.50

**PLUS 8% Ongoing Revenue**

## Mobile Broadband Plans - Shared

	12 month	24 month	36 month
Flexible Data 65	£149.21	£176.18	£293.19
Flexible Data 90	£203.15	£243.17	£404.99
Flexible Data 170	£383.24	£459.36	£765.17
Flexible Data 400	£900.45	£1,080.54	£1,800.90
Flexible Data 750	£1,688.67	£2,026.23	£3,376.47
Flexible Data 1050	£2,364.23	£2,836.20	£4,727.58
Flexible Data 1300	£2,926.25	£3,511.75	£5,852.93
Flexible Data Sharer	£20.01	£44.81	£135.29

**PLUS 8% Ongoing Revenue**

## Business SIM Only

	30 day rolling contract
SIM Only 375	£9.40
SIM Only 625	£13.00
SIM Only 750	£14.80
SIM Only 1000	£18.40
SIM Only 1250	£22.00
SIM Only 1500	£25.60
SIM Only 2500	£40.00
SIM Only Sharer	£5.00

**PLUS 32% Ongoing Revenue**

## Windows Mobile Data Only

Microsoft Mail	£43.50
Microsoft Mail SIM Only	£50.46

**PLUS 8% Ongoing Revenue**

# Bolt Ons

## BlackBerry

	12 month	18 month	24 month	36 month
BlackBerry Internet Solution	£15.23	£20.01	£24.80	£37.85
BlackBerry Enterprise Solution	£119.19	£217.07	£250.13	£300.15
BlackBerry Enterprise Solution + Roaming	£142.19	£240.07	£273.13	£323.15

**PLUS 8% Ongoing Revenue**

## Messaging

Text 30	£2.61	Text 2000	£84.39
Text 60	£5.22	Text 2500	£104.40
Text 120	£9.57	Text 3000	£128.76
Text 240	£17.40	Text 4000	£168.78
Text 360	£20.88	Text 5000	£212.71
Text 500	£23.93	Photo 15	£5.22
Text 750	£35.24	Photo 30	£7.40
Text 1000	£45.68	Photo 50	£20.01
Text 1500	£64.38		

**PLUS 8% Ongoing Revenue**

**PLUS 8% Ongoing Revenue**

## Data

Microsoft Mail - 500MB	£7.83
World for Business 4MB	£5.22
World for Business 500MB	£7.83
World for Business 1GB	£24.80
World for Business 2GB	£30.00

PLUS 8% Ongoing Revenue

## Travel

	30 Day Rolling	12 month
Europe Traveller	£5.22	£8.70
Business World Traveller	£6.96	£10.44

PLUS 8% Ongoing Revenue

## Unlimited Bundles

Unlimited UK Text Bundle	£3.50
Unlimited UK Landline Bundle	£6.50

PLUS 8% Ongoing Revenue

## New iPhone

Business Sense & Solo iPhone Bolt On	8% Ongoing Revenue
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## Other

## Legacy Plans

	18 month	24 month	36 month
Venture Sharer	£146.00	£195.00	£263.00
Momentum Sharer	£112.00	£147.00	£209.00

PLUS 8% Ongoing Revenue

## Applications

	18 month	24 month
Mobile Fleet (per user monthly)	£24.80	£30.02
Mobile Fleet Group (15-30)	£30.02	£35.24
Mobile Fleet Group (31-50)	£30.02	£35.24
Mobile Fleet Group (50+)	£30.02	£35.24

PLUS 8% Ongoing Revenue

## Insurance

Orange Care Insurance	£24.00
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PLUS 8% Ongoing Revenue

## Business Re-signs

## Small Business Re-signs (1-49 Employees)

	12 month	18 month	24 month	36 month
Sharers/Band 1	£52.00	£89.00	£106.00	£129.00
Band 2	£124.00	£201.00	£237.00	£311.00
Band 3	£176.00	£280.00	£349.00	£431.00
Band 4	£243.00	£384.00	£477.00	£588.00
Band 5	£387.00	£419.00	£494.00	£601.00

PLUS 8% Ongoing Revenue

## Business Plan Re-signs (Corporate 50+ Employees)

	12 month	18 month	24 month	36 month
Business Solo 30	n/a	£240.00	£324.00	n/a
Business Solo 35	n/a	£282.00	£381.00	n/a
Business Solo 40	n/a	£324.00	£437.00	n/a
Business Solo 45	n/a	£367.00	£494.00	n/a
Business Solo Traveller	n/a	£409.00	£550.00	n/a

PLUS 8% Ongoing Revenue

**Business Plan Re-signs- Corporate 50+ Employees (\*Also available to small businesses)**

	12 month non-handset*	24 month non-handset*	12 month	18 month	24 month	36 month
Business Sense 400	£91.00	n/a	£117.00	n/a	n/a	n/a
Business Sense 500 Options	n/a	£336.00	n/a	£223.00	£302.00	£381.00
Business Sense 500 Discount	n/a	£283.00	n/a	n/a	£270.00	£341.00
Business Sense 600	£117.00	n/a	£150.00	n/a	n/a	n/a
Business Sense 750 Options	n/a	£452.00	n/a	£282.00	£381.00	£480.00
Business Sense 750 Discount	n/a	£382.00	n/a	n/a	341	£431.00
Business Sense 800	£174.00	n/a	£221.00	n/a	n/a	n/a
Business Sense 1,000 Options	n/a	£569.00	n/a	£409.00	£550.00	£692.00
Business Sense 1,000 Discount	n/a	£482.00	n/a	n/a	£494.00	£621.00
Business Sense 1,200	£249.00	n/a	£314.00	n/a	n/a	n/a
Business Sense 1,500 Options	n/a	£619.00	n/a	£578.00	£776.00	£974.00
Business Sense 1,500 Discount	n/a	£611.00	n/a	n/a	£697.00	£875.00
Business Sense 1,600	£325.00	n/a	£409.00	n/a	n/a	n/a
Business Sense 2,000 Options	n/a	£800.00	n/a	£748.00	£1,002.00	£1,257.00
Business Sense 2,000 Discount	n/a	£719.00	n/a	n/a	£900.00	£1,130.00
Business Sense 2,400	£457.00	n/a	£574.00	n/a	n/a	n/a
Business Sense 3,000 Options	n/a	£1,117.00	n/a	£1,045.00	£1,398.00	£1,752.00
Business Sense 3,000 Discount	n/a	£1,004.00	n/a	n/a	£1,257.00	£1,575.00
Business Sense 3,200	£627.00	n/a	£786.00	n/a	n/a	n/a
Business Sense 4,000 Options	n/a	£1,294.00	n/a	£1,426.00	£1,619.00	£1,907.00
Business Sense 4,000 Discount	n/a	£1,163.00	n/a	n/a	£1,455.00	£1,714.00
Business Sense 4,000	£627.00	n/a	£786.00	n/a	n/a	n/a
Business Sense 5,000 Options	n/a	£1,294.00	n/a	£1,426.00	£1,619.00	£1,907.00
Business Sense 5,000 Discount	n/a	£1,163.00	n/a	n/a	£1,455.00	£1,714.00
Business Sense 5,600	£1,061.00	n/a	£1,328.00	n/a	n/a	n/a
Business Sense 7,000 Options	n/a	£2,180.00	n/a	£2,402.00	£2,724.00	£3,207.00
Business Sense 7,000 Discount	n/a	£1,960.00	n/a	n/a	£2,450.00	£2,885.00
Business Sense 8,000	£1,108.00	n/a	£1,386.00	n/a	n/a	n/a
Business Sense 10,000 Options	n/a	£2,712.00	n/a	£2,588.00	£3,388.00	£3,829.00
Business Sense 10,000 Discount	n/a	£2,440.00	n/a	n/a	£3,048.00	£3,445.00
Business Sense 9,600	£1,108.00	n/a	£1,386.00	n/a	n/a	n/a
Business Sense 12,000 Options	n/a	£2,792.00	n/a	£2,588.00	£3,488.00	£4,224.00
Business Sense 12,000 Discount	n/a	£2,512.00	n/a	n/a	£3,138.00	£3,800.00
Business Sense 12,000	£1,164.00	n/a	£1,457.00	n/a	n/a	n/a
Business Sense 15,000 Options	n/a	£2,792.00	n/a	£2,929.00	£3,488.00	£4,224.00
Business Sense 15,000 Discount	n/a	£2,512.00	n/a	n/a	£3,138.00	£3,800.00
Business Sense 16,000	£1,448.00	n/a	£1,810.00	n/a	n/a	n/a
Business Sense 20,000 Options	n/a	£3,467.00	n/a	£3,635.00	£4,329.00	£5,242.00
Business Sense 20,000 Discount	n/a	£3,119.00	n/a	n/a	£3,895.00	£4,716.00
Business Sense 20,000	£1,825.00	n/a	£2,281.00	n/a	n/a	n/a
Business Sense 25,000 Options	n/a	£4,365.00	n/a	£4,578.00	£5,450.00	£6,598.00
Business Sense 25,000 Discount	n/a	£3,927.00	n/a	n/a	£4,903.00	£5,937.00
Business Sense 28,000	£2,344.00	n/a	£2,929.00	n/a	n/a	n/a
Business Sense 35,000 Options	n/a	£5,600.00	n/a	£5,873.00	£6,992.00	£8,463.00
Business Sense 35,000 Discount	n/a	£5,039.00	n/a	n/a	£6,291.00	£7,615.00
Business Sense 36,000	£2,627.00	n/a	£3,282.00	n/a	n/a	n/a
Business Sense 45,000 Options	n/a	£5,761.00	n/a	£6,109.00	£7,191.00	£8,652.00
Business Sense 45,000 Discount	n/a	£5,183.00	n/a	n/a	£6,471.00	£7,785.00
Business Sense Sharers	£132.00	n/a	£169.00	£215.00	n/a	n/a
Business Sense Sharers Options	£132.00	£214.00	£169.00	£215.00	£271.00	£328.00
Business Sense Sharers Discount	£108.00	£183.00	£138.00	£179.00	£232.00	£247.00

**PLUS 8% Ongoing Revenue**

Upgrades made with generic kit will receive £40 less commission

For Orange Venture and Momentum Corporate upgrades on numbers connected after 1st May 2008 please refer to August 2009 Talking Shop

# Consumer Plans

## 18 Month

Dolphin 25	£127.00
Dolphin 30	£145.00
Dolphin 35	£162.00
Dolphin 40	£180.00
Dolphin 45	£197.00
Dolphin 75	£302.00
Racoon 25	£127.00
Racoon 30	£145.00
Racoon 35	£162.00
Racoon 40	£180.00
Racoon 45	£197.00
Racoon 75	£302.00
Panther 30	£145.00
Panther 35	£162.00
Panther 40	£180.00
Panther 45	£197.00
Panther 75	£302.00

**PLUS 8% Ongoing Revenue**

## 24 Month

Dolphin 15	£87.00
Dolphin 20	£130.00
Dolphin 25	£152.00
Dolphin 30	£175.00
Dolphin 35	£197.00
Dolphin 40	£220.00
Dolphin 70	£355.00
Racoon 20	£130.00
Racoon 25	£152.00
Racoon 30	£175.00
Racoon 35	£197.00
Racoon 40	£220.00
Racoon 70	£355.00
Panther 25	£152.00
Panther 30	£175.00
Panther 35	£197.00
Panther 40	£220.00
Panther 70	£355.00

**PLUS 8% Ongoing Revenue**

## SIM Only

	30 Day Rolling	18 Month
Dolphin 10	n/a	£26.00
Dolphin 15	£10.00	£38.00
Dolphin 20	£12.50	£47.00
Dolphin 25	£15.00	n/a
Dolphin 30	£17.50	£68.00
Racoon 15	£10.00	n/a
Racoon 20	£12.50	n/a
Racoon 25	£15.00	n/a
Racoon 30	£17.50	n/a

**PLUS 15% Ongoing Revenue**

## Comes with Music

Comes with Music 20	£130.00
Comes with Music 25	£152.00
Comes with Music 30	£175.00
Comes with Music 35	£197.00
Comes with Music 40	£220.00
Comes with Music 45	£240.00

**PLUS 8% Ongoing Revenue**

## BlackBerry Data Only

	12 month	18 month	24 month
BlackBerry Internet Solution	£35.02	£55.03	£75.04

**PLUS 8% Ongoing Revenue**

# Consumer Bolt Ons

## BlackBerry

	12 month	18 month	24 month
BlackBerry Internet Solution	£15.23	£20.01	£24.80

**PLUS 8% Ongoing Revenue**

## Messaging/Data

Photo 15	£5.22
Photo 30	£7.40
Photo 50	£11.31
Unlimited UK Text Bundle	£3.50
Unlimited UK Landline Bundle	£6.50
£5 Unlimited Data Bundle	£4.35
£10 Unlimited Data Bundle	£8.70

**PLUS 8% Ongoing Revenue**

# Consumer Re-signs

	12 month	18 month	24 month	36 Month
Band 1	£10.00	£10.00	£10.00	£10.00
Band 2	£15.00	£30.00	£40.00	£15.00
Band 3	£40.00	£45.00	£50.00	£20.00
Band 4	£45.00	£65.00	£85.00	£20.00
Band 5	£50.00	£85.00	£105.00	£20.00

**PLUS 8% Ongoing Revenue**

Bandings quoted by Orange are guaranteed for 24 hours



# Commissions



Avenir Telecom pay the whole 100% commission in advance.

## Business Plans

### Business Sharer Plans

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

### Business 600 & Business 900

	12 month	18 month	24 month
Business 600	£199.00	£274.00	£308.00
Business 900	£315.00	£426.00	£481.00



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

### Mobile Broadband

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

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

## Bolt Ons

### Minutes

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

### Messaging

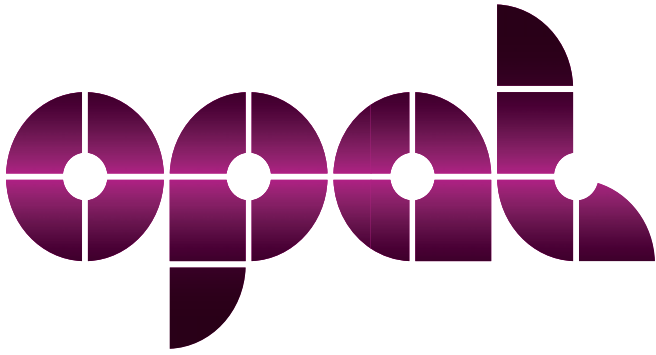
1000 Text Messages	£5.00
2000 Text Messages	£10.00

### Data

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

### Travel

International Saver	£10.00
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## Broadband Commission

### Business Broadband Connection

Business Broadband Connection

£65.00

### Bolt Ons/Builders

Peak Builder	£15.00
Off-peak Builder	£15.00
Mobile Builder	£15.00
International Builder	£15.00
Security Builder	£15.00
Online Builder	£15.00
Inbound Builder	£15.00



## Insurance Commission

### Avenir Insurance Commissions

For Insurance Price Plans see Talking Shop page 46

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