

# TALKING SUMMER 2010

commissions

## Highlights / What's New

O<sub>2</sub>

- **ENDING SOON! - Free laptops with mobile broadband!** Give your customer a free Samsung N150 and earn a minimum £63.75 margin! Available until 30th September 2010 (Talking Commissions page 06)
- **NEW Bonus £25 commission** for every 36 month new, upgrade or re-sign business connection.
- **ENDING THIS MONTH** All converged ports connected to O<sub>2</sub> will receive an **extra £40 commission** per connection. Your ports need to be complete (i.e. submitted and connected) by 30th September 2010 to receive the bonus. In order to ensure all lines are ported and connected onto the O<sub>2</sub> network by the 30th September we would need to receive all new connections by 22nd September. (See Talking Shop page 09 for more details)
- Receive **£50 BlackBerry bonus** on all new connections and re-signs, where BlackBerry hasn't been previously applied, until 30th September 2010
- **£50 commission** for every O<sub>2</sub> Landline connected with mobile (Talking Commissions page 06)
- **3 months free subscription** is available on connections to Mobile Broadband. This offer is revenue share protected. (Talking Shop page 16)
- Every time you connect to O<sub>2</sub> Mobile Broadband with a dongle, receive an MF100 O<sub>2</sub> mobile broadband dongle for free! Available until 30th November 2010.
- **iPhone** tariffs available to all Avenir business customers (Talking Shop page 12 & 14)



orange™

- **NEW** Commission structure for new and upgrades includes:
  - upfront commission
  - PLUS
  - advance revenue share
  - PLUS
  - 20% line rental overspend paid monthly



- **iPhone** tariffs available to all Avenir business customers (Talking Shop page 25)
- 36 month tariffs available with 10% discount as applicable



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

All terms and conditions can be found online at [www.avenir-telecom.co.uk](http://www.avenir-telecom.co.uk)



**AVENIR**  
TELECOM



## Commissions FAQ



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

- 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 O2 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 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.*

### 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: 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.

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 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 actual ARPU.

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 ie 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 actual ARPU @ 35%\*
2. We will pay 40% revenue share on a monthly basis from from the start of the new commitment period (ie month 25 for a contract that was originally signed for 24 months)

The above principles apply to 36 Month Contracts/ resigns\*

***\*All advanced revenue share payments are subject to the standard true up or true down rules.***

# O<sub>2</sub> Commissions



1. Bonus £25 commission for every 36 month new, upgrade or re-sign business connection.
2. £50 BlackBerry bonus on all new connections & re-signs, where BlackBerry hasn't been previously applied.
3. Until 30th September 2010, all converged ports connected to O<sub>2</sub> will receive an extra £40 commission per connection. (Talking Shop pg. 09)

## Business Plans

### New Business Tariffs

	Commission- Line Rental		
	24 Months 35%	36 Months 35%	36 Months 35% + 40%
Business Single 300	£210.00	£315.00	£330.00
Business Single 600	£252.00	£378.00	£396.00
Business Single 1200	£336.00	£504.00	£528.00
Business Single Unlimited	£462.00	£693.00	£726.00
Blackberry Business 500	£178.75	£268.13	£280.90
Blackberry Business 1000	£250.24	£375.35	£393.23
Business Share 500	£210.00	£315.00	£330.00
Business Share 1300	£378.00	£567.00	£594.00
Business Share 2000	£672.00	£1,008.00	£1,056.00
Business Share 5000	£1,680.00	£2,520.00	£2,640.00
Sharer	£126.00	£189.00	£198.00
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

### Minute & Texts

	Commission - Line Rental		
	24 Months 35%	36 Months 35%	36 Months 35% + 40%
500 Shared Minutes	£201.60	£302.40	£316.80
1000 Shared Minutes	£336.00	£504.00	£528.00
5000 Shared Minutes	£1,680.00	£2,520.00	£2,640.00
10000 Shared Minutes	£3,360.00	£5,040.00	£5,280.00
20000 Shared Minutes	£6,720.00	£10,080.00	£10,560.00
Unlimited Landline Calls	£53.59	£80.39	£84.22
200 Messages	£21.00	£31.50	£33.00
500 Messages	£42.00	£63.00	£66.00
1000 Messages	£84.00	£126.00	£132.00
2000 Messages	£168.00	£252.00	£264.00
5000 Messages	£420.00	£630.00	£660.00
Unlimited Messages	£54.60	£81.90	£85.80

### My Business

	Commission - Line Rental		
	24 Months 35%	36 Months 35%	36 Months 35% + 40%
My Business Text 500	£252.00	£378.00	£396.00
My Business Text 700	£294.00	£441.00	£462.00
My Business BlackBerry 500	£252.00	£378.00	£396.00
My Business BlackBerry 700	£294.00	£441.00	£462.00
My Business Web & Mail 500	£252.00	£378.00	£396.00
My Business Web & Mail 700	£294.00	£441.00	£462.00

### Data

	Commission - Line Rental		
	24 Months 35%	36 Months 35%	36 Months 35% + 40%
Smartphone Bolt On	£35.78	£53.68	£56.23
Web Bolt On with Voice	£35.78	£53.68	£56.23
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

### iPhone

	Commission - Line Rental		
	24 Months 35%	36 Months 35%	36 Months 35% + 40%
iPhone Bolt On	£35.78	£53.68	£56.23
iPhone Tethering 3GB	£83.92	£107.23	£112.33
iPhone Tethering	£126.00	£107.23	£112.33

### BlackBerry

	Commission - Line Rental		
	24 Months 35%	36 Months 35%	36 Months 35% + 40%
BIS with Voice	£35.78	£53.68	£112.33
BIS Data Only	£107.27	£160.90	£168.56
BES with Voice	£235.20	£352.80	£369.60
BES Data Only	£235.20	£352.80	£369.60

### Travel

	Commission - Line Rental		
	24 Months 35%	36 Months 35%	36 Months 35% + 40%
My Europe Extra	£35.70	£53.55	£56.10



\*Certain Mobile Broadband deals will enable you to give the Samsung N150 laptop for free.

## Mobile Broadband with Laptop

	Commission - Line Rental		
	24 Months	Additional Bonus	Total Comms
Mobile Broadband 3GB with Samsung N150 *	£178.75	£160.00	£338.75
Mobile Broadband 3GB with Asus UL30A *	£214.45	£160.00	£374.45
Mobile Broadband 3GB with Sony Vaio EB1E0E*	£251.75	£160.00	£411.75

\* SIM card included  
Cost of laptops = Samsung N150 £275,  
Asus UL30A £405  
Sony Vaio £520



\*Every time you connect to O<sub>2</sub> Mobile Broadband with a dongle, receive an MF100 O<sub>2</sub> mobile broadband dongle for free! Available until 30th September.

## Mobile Broadband with MF100 USB Modem

	Commission - Line Rental		
	24 Months	Additional Bonus	Total Comms
Mobile Broadband 1GB*	£53.59	£0.00	£53.59
Mobile Broadband 3GB*	£89.38	£0.00	£89.38

\* SIM card & USB modem not included

## Mobile Broadband SIM Embedded

	Commission - Line Rental		
	24 Months	Additional Bonus	Total Comms
Mobile Broadband 1GB*	£53.59	£0.00	£53.59
Mobile Broadband 3GB*	£89.38	£0.00	£89.38

\* SIM card not included

## Joined Up

### O<sub>2</sub> Landline £50

- O<sub>2</sub> Landline- For every line connected with mobile you get £50 (applicable on 24 and 36 months contracts only).

PLUS

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

## Other

### Applications

	Commission
Destiny Digital Pen	£20.00
GPXS Condor	£20.00
Hand-e-pix	£20.00
Telmap Navigator	£5.00
VeriLocation	£20.00
Beat Systems	£25.00
3X	£20.00
Cognito	£20.00
IQ Link	£20.00
Paper IQ	£20.00
Wireless Data Applications	£20.00

### 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	36 Months	36 Months 35% + 40%
Business Single 300	£126.00	£189.00	£198.00
Business Single 600	£168.00	£252.00	£264.00
Business Single 1200	£252.00	£378.00	£396.00
Business Single Unlimited	£378.00	£567.00	£594.00
Business Share 500	£84.00	£126.00	£132.00
Business Share 1300	£252.00	£378.00	£396.00
Business Share 2000	£546.00	£819.00	£858.00
Business Share 5000	£1,554.00	£2,331.00	£2,442.00
Sharer	£67.20	£100.80	£105.60

# 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

### SIM Only (Retention Plans)

	Commission- Line Rental		
	24 Months 35%	36 Months 35%	36 Months 35% + 40%
Small Business Regular	£104.16	£138.60	£145.20
Small Business Frequent	£151.20	£204.88	£214.63
Medium Business Regular	£210.00	£283.50	£297.00
Medium Business Frequent	£243.60	£330.75	£346.50
Large Business Regular	£579.60	£803.25	£841.50
Large Business Frequent	£1,621.20	£2,268.00	£2,376.00
Additional Users	£53.76	£75.60	£79.20
Business Super User	£680.40	£945.00	£990.00



1. Bonus £25 commission for every 36 month new, upgrade or re-sign business connection.
2. £50 BlackBerry bonus on all new connections & re-signs, where BlackBerry hasn't been previously applied.
3. Until 30th September 2010, all converged ports connected to O<sub>2</sub> will receive an extra £40 commission per connection. (Talking Shop pg. 09)

### 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



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

## Avenir 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%

### Example:

Based on 24 Month Contract with 1 Lead and 4 Sharers with BES:

#### Business Sense 2000:

Upfront £626 + Advance Revenue Share  
 $£85 \times 20\% \times 24 = £408 + £626 = \mathbf{£1,034}$

#### Business Sense Sharer x 4:

Upfront £176 + Advance Revenue Share  
 $(£15 \times 20\% \times 24) = £72 + £176$   
 $= £248 \times 4 \text{ Users} = \mathbf{£992}$

#### BES (£28) x 5:

Upfront £140 + Advance Revenue Share  
 $(£28 \times 20\% \times 24) = £134.40 + £140$   
 $= £274.40 \times 5 \text{ Users} = \mathbf{£1,372}$

**Total Commission: £3,398**

PLUS

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

## Benefits are:

- Increases the value of your business.
- Improves cash flow
- All add ons (i.e. Text Bundles) will be paid at 20% per contract term.
- All advance revenue share payments are assumed at standard access fee rates, i.e., standard line rental with no discounts

## 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 commission 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.

Standard Avenir Telecom Terms and Conditions apply



### Important Information

£40.00 handset bonus is assumed in the upfront commission.

# Orange Commissions

## Business Plans



### Business Solo

	18 month		24 month		36 month		20% overspend paid monthly
	Upfront Commission	Advance Rev Share	Upfront Commission	Advance Rev Share	Upfront Commission	Advance Rev Share	
Business Solo 25	£147.00	£90.00	£191.00	£120.00	n/a	n/a	+
Business Solo 30	£171.00	£108.00	£220.00	£144.00	n/a	n/a	
Business Solo 35	£192.00	£126.00	£245.00	£168.00	n/a	n/a	
Business Solo 40	£215.00	£144.00	£274.00	£192.00	n/a	n/a	
Business Solo 45	£244.00	£162.00	£358.00	£216.00	n/a	n/a	
Business Solo Unlimited	£97.00	£252.00	£150.00	£312.00	£150.00	£432.00	

### Business Sense

	18 month		24 month		36 month		20% overspend paid monthly
	Upfront Commission	Advance Rev Share	Upfront Commission	Advance Rev Share	Upfront Commission	Advance Rev Share	
Business Sense 500	£164.00	£108.00	£295.00	£144.00	£295.00	£194.40	+
Business Sense 750	£208.00	£144.00	£375.00	£192.00	£375.00	£259.20	
Business Sense 1,000	£253.00	£180.00	£446.00	£240.00	£446.00	£324.00	
Business Sense 1,500	£318.00	£270.00	£502.00	£360.00	£502.00	£486.00	
Business Sense 2,000	£389.00	£306.00	£626.00	£408.00	£626.00	£550.80	
Business Sense 3,000	£516.00	£432.00	£835.00	£576.00	£835.00	£777.60	
Business Sense 4,000	£656.00	£558.00	£1,018.00	£744.00	£1,018.00	£1,004.40	
Business Sense 5,000	£727.00	£666.00	£1,164.00	£888.00	£1,164.00	£1,198.80	
Business Sense 7,000	£1,103.00	£990.00	£1,793.00	£1,320.00	£1,793.00	£1,782.00	
Business Sense 10,000	£1,349.00	£1,350.00	£2,167.00	£1,800.00	£2,167.00	£2,430.00	
Business Sense 12,000	£1,632.00	£1,620.00	£2,538.00	£2,160.00	£2,538.00	£2,916.00	
Business Sense 15,000	£2,100.00	£1,980.00	£3,362.00	£2,640.00	£3,362.00	£3,564.00	
Business Sense 20,000	£2,687.00	£2,610.00	£4,207.00	£3,480.00	£4,207.00	£4,698.00	
Business Sense 25,000	£3,450.00	£3,240.00	£5,240.00	£4,320.00	£5,240.00	£5,832.00	
Business Sense 35,000	£4,651.00	£4,500.00	£7,408.00	£6,000.00	£7,408.00	£8,100.00	
Business Sense 45,000	£6,101.00	£5,760.00	£9,261.00	£7,680.00	£9,261.00	£10,368.00	
Business Sense Sharer	£133.00	£54.00	£176.00	£72.00	£145.00	£108.00	

### iPhone

	24 month		20% overspend paid monthly
	Upfront Commission	Advance Rev Share	
iPhone 30	£205.00	£144.00	+
iPhone 40	£259.00	£192.00	
iPhone 50	£343.00	£240.00	
iPhone 75 Infinity	£368.00	£360.00	

### Business SIM Only

	30 Day Rolling	20% overspend paid monthly
Business SIM Only 15	£9.40	
Business SIM Only 20	£11.20	
Business SIM Only 25	£13.00	
Business SIM Only 30	£14.80	
Business SIM Only 35	£16.60	
Business SIM Only 40	£18.40	
Business SIM Only 45	£20.20	

If a talkplan is not listed in the above tables then the upfront commission will be zero.

## Business Plans (continued)

### Windows Mobile Data Only

	12 month		+	20% overspend paid monthly
	Upfront Commission	Advance Rev Share		
Microsoft Mail	£16.38	£39.31		
Microsoft Mail SIM Only	£10.00	£24.00		



### Mobile Broadband for Single Users

	30 Day Rolling	12 month		18 month		24 month		+	20% overspend paid monthly
		Upfront Commission	Advance Rev Share	Upfront Commission	Advance Rev Share	Upfront Commission	Advance Rev Share		
Internet Everywhere 1GB	n/a	n/a	n/a	£10.00	£30.64	n/a	n/a		
Internet Everywhere 3GB	£0.00	n/a	n/a	£10.00	£45.97	n/a	n/a		
Internet Everywhere 10GB	£0.00	n/a	n/a	£10.00	£76.61	n/a	n/a		
Business Everywhere Lite	n/a	n/a	n/a	n/a	n/a	£32.50	£36.00		
Business Everywhere 9 to 5	n/a	n/a	n/a	n/a	n/a	£50.00	£48.00		
Business Everywhere 5 to 9	n/a	n/a	n/a	n/a	n/a	£50.00	£48.00		
Business Everywhere Unlimited	n/a	£60.00	£60.00	£70.00	£72.00	£70.00	£72.00		
Business Everywhere Traveller	n/a	n/a	n/a	n/a	n/a	n/a	n/a		
Business Everywhere UK & Abroad - Europe	n/a	n/a	n/a	n/a	n/a	£10.00	£288.00		
Business Everywhere UK & Abroad - Global	n/a	n/a	n/a	n/a	n/a	£10.00	£408.00		

## Flexible Extras

	Upfront Commission	Advance Rev Share	+	20% line rental spend paid monthly
Unlimited Orange to Orange Calls	£0.00	Line rental x 20% x as per contract term		
Unlimited landline calls	£0.00			
Unlimited texts	£0.00			
Calling while abroad discount	£0.00			
International calling discount	£0.00			
Mobile Email	£0.00			
Mobile Browsing	£0.00			

## Text Bundles

	30 Day		18 Month+		+	20% line rental spend paid monthly
	Single	Group	Single	Group		
Text 250	£0.00	£0.00	£0.00	£0.00		
Text 500	£0.00	£0.00	£0.00	£0.00		
Text 1000	n/a	£0.00	n/a	£0.00		
Text 5000	n/a	£0.00	n/a	£0.00		
Text Unlimited	£0.00	n/a	£0.00	n/a		

If a talkplan is not listed in the above tables then the upfront commission will be zero.

# Bolt Ons

## BlackBerry

	12 month		18 month		24 month		36 month		20% overspend paid monthly
	Upfront Commission	Advance Rev Share	Upfront Commission	Advance Rev Share	Upfront Commission	Advance Rev Share	Upfront Commission	Advance Rev Share	
BlackBerry Enterprise Solution 28	£70.00	£67.20	£140.00	£100.80	£154.00	£134.40	£140.00	£201.60	+
BlackBerry Enterprise Solution 20	£20.00	£48.00	£60.00	£72.00	£60.00	£96.00	£40.00	£144.00	
BlackBerry Enterprise Solution Express	£6.00	£36.00	£27.00	£54.00	£24.00	£72.00	£10.00	£108.00	
BlackBerry Europe	£18.00	£28.80	£24.00	£43.20	£36.00	£57.60	£39.00	£86.40	
BlackBerry World	£20.00	£48.00	£20.00	£72.00	£20.00	£96.00	£20.00	£144.00	
BlackBerry Internet Solution	£0.00	£15.31	£0.00	£22.97	£0.00	£30.62	£0.00	£45.94	

## Messaging

	Upfront Commission	Advance Rev Share	20% overspend paid monthly
Text 30	£0.00	Line rental x 20% x as per contract term	
Text 60	£0.00		
Text 120	£0.00		
Text 240	£0.00		
Text 360	£0.00		
Text 500	£0.00		
Text 750	£0.00		
Text 1000	£0.00		
Text 1500	£0.00		
Text 2000	£0.00		
Text 2500	£0.00		
Text 3000	£0.00		
Text 4000	£0.00		
Text 5000	£0.00		
Photo 15	£0.00		
Photo 30	£0.00		
Photo 60	£0.00		

## Data

	Upfront Commission	Advance Rev Share	20% overspend paid monthly
Microsoft Mail - 500MB	£0.00	Line rental x 20% x as per contract term	
World for Business 4MB	£0.00		
World for Business 500MB	£0.00		
World for Business 1GB	£0.00		
World for Business 2GB	£0.00		

## Travel

	30 Day Rolling	12 month	20% over-spend paid monthly
Europe Traveller	£0.00	£0.00	
Business World Traveller	£0.00	£0.00	

## Unlimited Bundles

	Upfront Commission	Advance Rev Share	20% over-spend paid monthly
Unlimited UK Text Bundle	£0.00	Line rental x 20% x as per contract term	
Unlimited UK Landline Bundle	£0.00		

## Travel

	Europe		Global		20% overspend paid monthly
	Upfront Commission	Advance Rev Share	Upfront Commission	Advance Rev Share	
Email & Internet UK & Abroad	£0.00	Line rental x 20% x as per contract term	£0.00	Line rental x 20% x as per contract term	+
Email & Internet Abroad	£0.00				

## iPhone

	24 month		20% overspend paid monthly
	Upfront Commission	Advance Rev Share	
Unlimited Text Bolt On	£0.00	£30.62	+
Orange Care 12	£0.00	£57.60	
Internet Tethering Bolt On - 500MB Data	£0.00	N/A	
Internet Tethering Bolt On - Unlimited Data	£0.00	£72.00	
Business Solo iPhone Bolt On	£0.00	£48.00	
Business Sense iPhone Bolt On	£0.00	£40.48	

# Other - New Connections

	18 month		24 month		36 month		20% overspend paid monthly
	Upfront Commission	Advance Rev Share	Upfront Commission	Advance Rev Share	Upfront Commission	Advance Rev Share	
Venture Sharer	£133.00	£54.00	£176.00	£72.00	£176.00	£108.00	+
Momentum Sharer	£94.00	£45.00	£122.00	£60.00	£122.00	£90.00	
Business Sense Sharer - Options	£133.00	£54.00	£176.00	£72.00	£176.00	£108.00	
Business Sense Sharer - Discount	£133.00	£54.00	£122.00	£61.20	£122.00	£81.00	



If a talkplan is not listed in the above tables then the upfront commission will be zero.

Information correct at time of going to press, please check online for updates

# Business Re-signs



## Small Business Re-signs

	12 month		18 month		24 month		36 month	
	Upfront Commission	Advance Rev Share	Upfront Commission	Advance Rev Share	Upfront Commission	Advance Rev Share	Upfront Commission	Advance Rev Share
Band 1	£19.00	Line rental x 20% x as per contract term	£37.00	Line rental x 20% x as per contract term	£55.00	Line rental x 20% x as per contract term	£55.00	Line rental x 20% x as per contract term
Band 2	£56.00		£115.00		£130.00		£130.00	
Band 3	£85.00		£159.00		£185.00		£185.00	
Band 4	£117.00		£218.00		£248.00		£248.00	
Band 5	£194.00		£218.00		£250.00		£250.00	

20% overspend paid monthly

## Corporate Re-signs

	24 month non handset		18 month		24 month		36 month	
	Upfront Commission	Advance Rev Share	Upfront Commission	Advance Rev Share	Upfront Commission	Advance Rev Share	Upfront Commission	Advance Rev Share
Business Solo 25	£120.00	£120.00	£105.00	£90.00	£157.00	£120.00	n/a	n/a
Business Solo 30	£140.00	£144.00	£122.00	£108.00	£180.00	£144.00	n/a	n/a
Business Solo 35	£168.00	£168.00	£137.00	£126.00	£201.00	£168.00	n/a	n/a
Business Solo 40	£203.00	£192.00	£156.00	£144.00	£231.00	£192.00	n/a	n/a
Business Solo 45	£232.00	£216.00	£175.00	£162.00	£259.00	£216.00	n/a	n/a
Business Solo Unlimited	£48.00	£336.00	£54.00	£252.00	£90.00	£336.00	£90.00	£432.00

	24 month non handset		18 month		24 month		36 month	
	Upfront Commission	Advance Rev Share	Upfront Commission	Advance Rev Share	Upfront Commission	Advance Rev Share	Upfront Commission	Advance Rev Share
Business Sense 500	£137.00	£144.00	£95.00	£108.00	£202.00	£144.00	£202.00	£194.40
Business Sense 750	£191.00	£192.00	£122.00	£144.00	£257.00	£192.00	£257.00	£259.20
Business Sense 1,000	£240.00	£240.00	£149.00	£180.00	£306.00	£240.00	£306.00	£324.00
Business Sense 1,500	£245.00	£360.00	£188.00	£270.00	£345.00	£360.00	£345.00	£486.00
Business Sense 2,000	£308.00	£408.00	£231.00	£306.00	£431.00	£408.00	£431.00	£550.80
Business Sense 3,000	£413.00	£576.00	£306.00	£432.00	£575.00	£576.00	£575.00	£777.60
Business Sense 4,000	£505.00	£744.00	£390.00	£558.00	£701.00	£744.00	£701.00	£1,004.40
Business Sense 5,000	£579.00	£888.00	£433.00	£666.00	£802.00	£888.00	£802.00	£1,198.80
Business Sense 7,000	£595.00	£1,320.00	£659.00	£990.00	£1,236.00	£1,320.00	£1,236.00	£1,782.00
Business Sense 10,000	£598.00	£1,800.00	£806.00	£1,350.00	£1,494.00	£1,800.00	£1,494.00	£2,430.00
Business Sense 12,000	£629.00	£2,160.00	£976.00	£1,620.00	£1,571.00	£2,160.00	£1,571.00	£2,916.00
Business Sense 15,000	£672.00	£2,640.00	£1,066.00	£1,980.00	£1,676.00	£2,640.00	£1,676.00	£3,564.00
Business Sense 20,000	£846.00	£3,480.00	£1,366.00	£2,610.00	£2,098.00	£3,480.00	£2,098.00	£4,698.00
Business Sense 25,000	£1,057.00	£4,320.00	£1,755.00	£3,240.00	£2,615.00	£4,320.00	£2,615.00	£5,832.00
Business Sense 35,000	£1,502.00	£6,000.00	£2,367.00	£4,500.00	£3,699.00	£6,000.00	£3,699.00	£8,100.00
Business Sense 45,000	£1,882.00	£7,680.00	£3,107.00	£5,760.00	£4,626.00	£7,680.00	£4,626.00	£10,368.00
Business Sense Sharers	£45.00	£72.00	£125.00	£54.00	£145.00	£72.00	£145.00	£97.20

20% overspend paid monthly

If a talkplan is not listed in the above tables then the upfront commission will be zero.

# Animal Plans

## 18 Month

	Upfront Commission	Advance Rev Share
Dolphin 25	£90.00	£76.61
Dolphin 30	£105.00	£91.91
Dolphin 35	£120.00	£107.24
Dolphin 40	£130.00	£122.54
Racoon 25	£90.00	£76.61
Racoon 30	£105.00	£91.91
Racoon 35	£120.00	£107.24
Racoon 40	£130.00	£122.54
Panther 35	£120.00	£107.24
Panther 40	£130.00	£122.54
Panther 45	£140.00	£137.88
Panther 80	£150.00	£245.12
Canary 25	£90.00	£76.61
Canary 30	£105.00	£91.91
Canary 35	£120.00	£107.24
Canary 40	£130.00	£122.54

20% overspend paid monthly

## 24 Month

	Upfront Commission	Advance Rev Share
Dolphin 15	£40.00	£61.30
Dolphin 20	£90.00	£81.70
Dolphin 25	£100.00	£102.14
Dolphin 30	£115.00	£122.54
Dolphin 35	£130.00	£142.99
Racoon 15	£40.00	£61.30
Racoon 20	£90.00	£81.70
Racoon 25	£100.00	£102.14
Racoon 30	£115.00	£122.54
Racoon 35	£130.00	£142.99
Panther 30	£115.00	£122.54
Panther 35	£130.00	£142.99
Panther 40	£140.00	£163.39
Panther 75	£150.00	£306.38
Canary 15	£40.00	£61.30
Canary 20	£90.00	£81.70
Canary 25	£100.00	£102.14
Canary 30	£115.00	£122.54
Canary 35	£130.00	£142.99

20% overspend paid monthly

## SIM Only

	18 Month
Canary 10	£26.00
Canary 15	£38.00
Canary 20	£47.00
Canary 25	n/a
Canary 30	£68.00
Racoon 15	n/a
Racoon 20	n/a
Racoon 25	n/a
Racoon 30	n/a

20% overspend paid monthly

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

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

# Consumer Re-signs

## 18 Month

	Upfront Commission	Advance Rev Share
Racoon 25	£55.00	£76.61
Racoon 30	£65.00	£91.91
Racoon 35	£75.00	£107.24
Racoon 40	£85.00	£122.54
Canary 25	£55.00	£76.61
Canary 30	£65.00	£91.91
Canary 35	£75.00	£107.24
Canary 40	£85.00	£122.54
Dolphin 25	£55.00	£76.61
Dolphin 30	£65.00	£91.91
Dolphin 35	£75.00	£107.24
Panther 40	£85.00	£122.54
Panther 35	£75.00	£107.24
Panther 40	£85.00	£122.54
Panther 45	£95.00	£137.88
Panther 80	£95.00	£245.12

20% overspend paid monthly

## 24 Month

	Upfront Commission	Advance Rev Share
Racoon 15	£60.00	£61.30
Racoon 20	£70.00	£81.70
Racoon 25	£85.00	£102.14
Racoon 30	£105.00	£122.54
Racoon 35	£125.00	£142.99
Canary 15	£60.00	£61.30
Canary 20	£70.00	£81.70
Canary 25	£85.00	£102.14
Canary 30	£105.00	£122.54
Canary 35	£125.00	£142.99
Dolphin 15	£60.00	£61.30
Dolphin 20	£70.00	£81.70
Dolphin 25	£85.00	£102.14
Dolphin 30	£105.00	£122.54
Dolphin 35	£125.00	£142.99
Panther 30	£105.00	£122.54
Panther 35	£125.00	£142.99
Panther 40	£145.00	£163.39
Panther 75	£145.00	£306.38

20% overspend paid monthly

# Consumer Bolt Ons

## BlackBerry

	12 month	18 month	24 month
BlackBerry Internet Solution	£10.22	£15.34	£20.45

## Messaging/Data

	Upfront Commission	Advance Rev Share
Photo 15	£0.00	Line rental x 20% x as per contract term
Photo 50	£0.00	
Photo 100	£0.00	
Unlimited UK Text Bundle	£0.00	
Unlimited UK Landline Bundle	£0.00	
£5 500MB Data Bundle	£0.00	
£10 Unlimited Data Bundle	£0.00	

20% overspend paid monthly



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## Commissions



Avenir Telecom pay the whole 100% commission in advance.

## Business Plans

### Business Sharer Plans

	12 month	18 month	24 month
Business Share 1000 Bundle	£20.00	£20.00	£20.00
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 - Voice	£235.00	£310.00	£385.00
Business Share User - Data/MBB	£7.00	£82.00	£157.00

All SIM Only connections will be reduced by a further £30 commission.

SIM Only connections require a 3G compatible handset or no commission is due.

### Business 600 & Business 900

	12 month	18 month	24 month
Business 600	£199.00	£274.00	£308.00
Business 900	£305.00	£416.00	£471.00

### Mobile Broadband

	12 month	18 month	24 month
Broadband Lite	-£15.00	£36.00	£41.00
Broadband Plus	£28.00	£60.00	n/a
Broadband Max	£91.00	n/a	n/a
Broadband 15GB	n/a	£76.00	£83.00

A promotional bonus of either £60.10 or £40.10 is payable against these plans when connected to one of the devices on page 32.



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

## 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

Mobile Office Mail	£20.00
Internet Max	£25.00
Broadband Lite	£10.00
Broadband Plus	£15.00

### Travel

International Saver	£10.00
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