

[date]

[Insert RSP Name and Address]

Dear [Name],

Accelerated Install Offer Agreement

Introduction

Enable would like to work with Retail Service Providers (**RSPs**) to offer some customers an installation experience that will enhance customer satisfaction and provide RSPs with an enhanced proposition during the sales conversation. By signing this agreement, Enable and [RSP NAME] will work together to deliver an enhanced installation experience.

Accelerated Install Offer

In addition to the services provided under the Reference Offer entered into by [RSP name] and Enable (the **WSA**) for the supply by Enable of its Ultra-fast Broadband Services, Enable will offer an Accelerated Install for all qualifying residential Bitstream 2 or 2a Wholesale Services (the **Qualifying Products**) in a defined area within Enable's Coverage Area agreed between Enable and the RSP (the **Accelerated Install Area**). Enable will make available a dedicated field force of planning, civil works and installation crews for the Accelerated Install Area for a period of up to four weeks or as otherwise agreed (the **Accelerated Install Period**) to complete the qualifying fibre connections. Enable will use its reasonable endeavours to carry out one day installations for all such qualifying fibre connections, however there will be circumstances where issues will arise that cannot be known prior to install which may require additional work, past the installation date.

The Accelerated Install offer will be delivered on the following terms.

1. The offer is available to be accepted by RSPs from 1 February 2017 and will take effect from the date you sign the letter.
2. The offer applies to:
 - Service Orders for Qualifying Products for connections into residential single dwelling units (**SDU**) converting to fibre from copper, ordered by [RSP name] during the sales period agreed between Enable and [RSP name] (the **Agreed Sales Period**) from the qualifying address list provided by Enable.
 - Service Orders for Qualifying Products for connections into residential premises located in the Accelerated Install Area for which all required consents (such as landlord and neighbour consent) have been obtained and provided to Enable during the Agreed Sales Period.
3. The Accelerated Install offer may include completing connections for existing Service Orders for Qualifying Products for SDU premises located in the Accelerated Install Area



which you have already submitted and are waiting to be scoped, designed or provisioned by agreement.

4. All applicable Charges (including Recurring Charges) will apply as per the WSA Price List.
5. [RSP name] may provide marketing in addition to undertaking door to door sales activity to target the Accelerated Install Area. The marketing plan, level of resourcing and expected order volumes will be shared with Enable prior to the Accelerated Install Period to ensure there is enough Enable resource to deliver the connections.
6. Unless stated otherwise in this letter, all of the provisions of the WSA (as may be amended from time to time in accordance with its terms) will continue to apply to the parties (except to the extent necessary to give effect to the terms of this Accelerated Install Offer Agreement in relation to Accelerated Installs governed by this Agreement) and capitalised terms used in this letter shall have the meaning given in the WSA. If all or any part of the WSA is replaced or added to, references in this letter to the WSA will refer to those terms as amended.

Please confirm [RSP NAME]'s acceptance of the above terms by signing below and returning a signed copy to your Enable Account Manager.

Yours faithfully

Malcolm Campbell
General Manager Sales & Marketing
Enable Networks Limited

AGREED FOR AND ON BEHALF OF [RSP name]:

Signature

Title

Name

Date