

[date]

[name of recipient]

[name of RSP]

[address]

By email [email address of recipient]

Dear [name of recipient]

UPGRADE TO FIBRE OFFER – BUSINESS CUSTOMERS

Introduction

As a fibre wholesaler owned by our community, Enable Networks Limited (**Enable**) would like to ensure our business community can enjoy the benefits of fibre broadband.

In addition to the Services provided under the Enable UFB Services Agreement, Enable has agreed to offer an Upgrade to Fibre Offer (the **Offer**) to assist you to accelerate the move of business customers off copper and onto retail fibre broadband services.

The purpose of the Offer is to provide promotional funds that you will use to drive an increase in new fibre connections in the Enable coverage area, particularly into SME businesses, where the greatest opportunity now lies.

The Upgrade to Fibre Offer – business customers

The Offer is available on the following terms.

1. The Offer is available for the period between 1 February 2018 and 30 June 2018 (inclusive) and will take effect from the date you sign this letter (the **Offer Period**). Enable may, in its sole discretion, extend or reduce the Offer Period by providing you with no less than one month's written notice.
2. The Offer applies to orders accepted by Enable from **[RSP]** (the **Service Provider**) during the Offer Period for all business Bitstream and dark fibre services which are either:
 - a. premises converting to fibre from other technologies or network providers; or
 - b. intact premises for which there have been no active fibre connection for 30 or more days.
3. The Service Provider must:
 - a. share details of the Service Provider's promotional and/or sales plan that it will undertake in Enable's coverage area during the Offer Period;
 - b. commit direct sales resources to target business addresses within Enable's coverage area; and
 - c. meet the minimum target order volumes attached as Schedule 1 (the **Minimum Target Volume**).

4. If the Service Provider complies with paragraph 3 above:
 - a. For every order received in the Offer Period and then subsequently connected by Enable, Enable will apply a credit to the Service Provider's invoice of \$150.
 - b. Enable encourages the Service Provider to reward your sales people for the time and effort they invest in selling to our business community, by passing some of the promotional funds provided by Enable to the person responsible for the direct sale.
 - c. If the RSP does not meet the Minimum Target Volume in any one month, then Enable will pay the incentive component that the RSP agrees to pass onto its sales people up to a maximum of \$50 per qualifying connection. If the RSP does not meet the Minimum Target Volume in any consecutive month following the first month the RSP did not meet the Minimum Target Volume and received the incentive component under this paragraph 4c, then no incentive payment will be paid for qualifying connections in that month. The incentive amount for sales people should be agreed in schedule 1.
5. If a connection for which the Service Provider has received the Enable contribution is relinquished within six months of the date on which the connection was completed, Enable will reverse the credit referred to in paragraph 4a above relating to that connection in the Service Provider's then current invoice.
6. The Offer does not apply to:
 - a. customer transfers; or
 - b. upgrades to existing fibre connections; or
 - c. self-consumption, e.g. ENNI, cell sites.
7. This Offer supersedes any other promotion.

You may confirm your participation in the Offer and your acceptance of these terms by signing where indicated below and returning a copy of this letter to your Enable Account Manager.

Yours sincerely



Malcolm Campbell GM
Marketing & Sales
Enable Networks Limited

Agreed on behalf of **[name of RSP]** by:

Signed

Name of authorised person

Date

Schedule 1 – Minimum Target Volume

Agreed incentive to be paid to Sales people
