

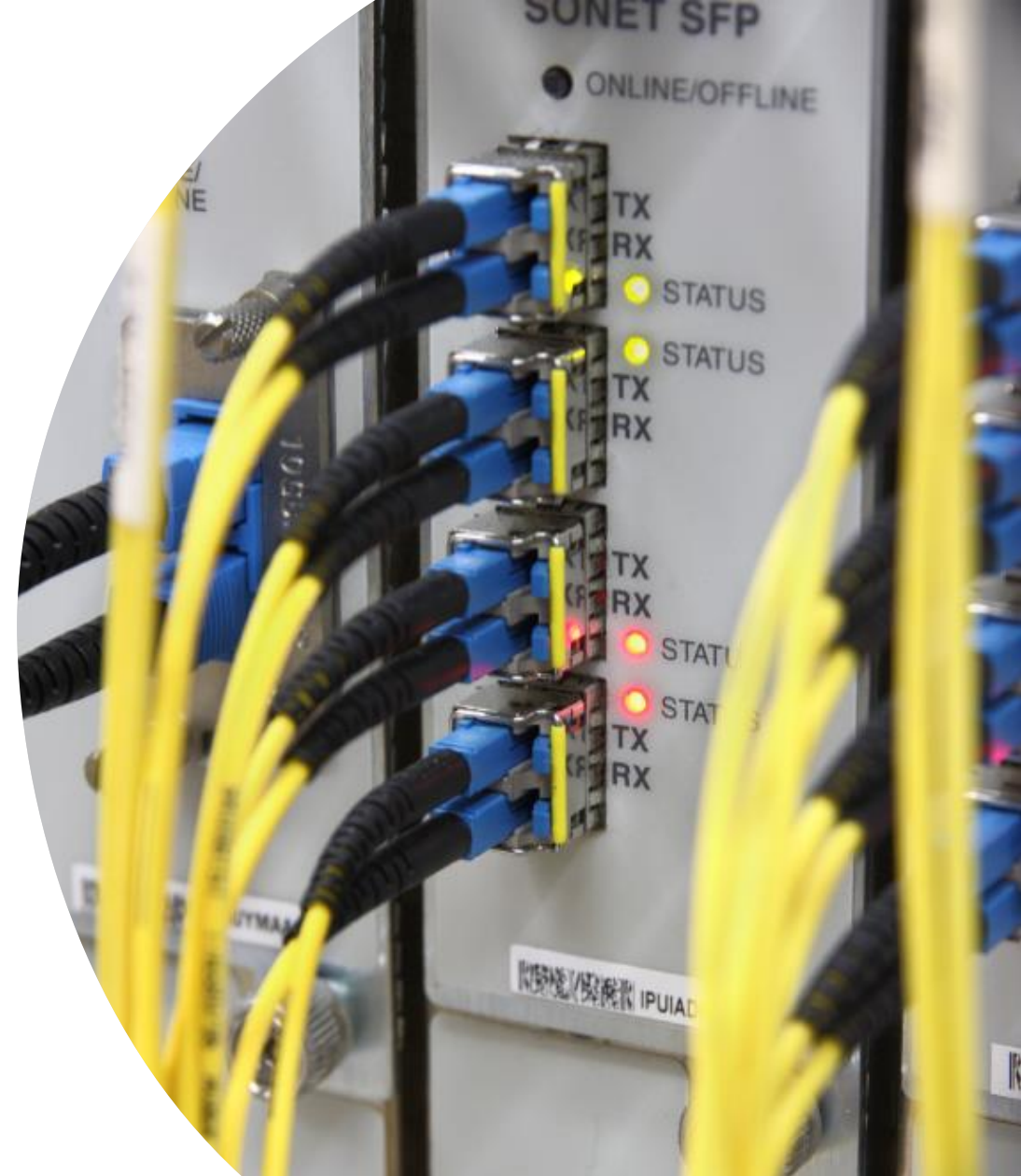
CHORUS

NEW UCLL AND EXCHANGE SPACE COLOCATION RELINQUISHMENT RATE CARD TRIAL

7 October 2019

New Relinquishment Rate Card Trial

- In November 2018 we made rate card pricing available on a trial basis for UCLL Colocation and Exchange Space Colocation relinquishments
- This was to provide you with;
 - Up-front cost certainty - allowing you to more effectively budget for your colocation relinquishment activity, and
 - Improved order processing times – by providing rate carded costs we don't delay the work while getting quotes
- The current trial agreement terminates on 1 November 2019
- To continue to provide you with rate card pricing we're making a new trial agreement available from 15 October 2019 with improved pricing



7 October 2019

NEW UCLL AND EXCHANGE SPACE COLOCATION
RELINQUISHMENT RATE CARD TRIAL

C H ● R U S

New Relinquishment Rate Card Trial Overview

BAU RQ's

- Relinquishment costs are POA
- No price certainty
- Chorus requests a quote for the work from our Service Company Partners
- A full design and quote is carried out
- The price for the required work is passed through to you with a minimal margin, to cover administrative costs

Current RQ Rate Card

- Simplified rate card for typical relinquishment items/activities
- Fixed price for these items can be provided upon relinquishment order receipt, without delay
- Allows you to better estimate your costs for budget allocation
- Speeds up the delivery time for relinquishments as fewer delays for the quote acceptance step
- Note: Any non-rate carded (POA) activities will continue to require a quote
- Trial agreement ends 1 November 2019

New RQ Rate Card

- New rate card trial agreement
- Continues to provide rate card price certainty
- Improved pricing to reflect process efficiencies identified under the initial trial
- Further assessment of the process and pricing will occur during the trial period
- Note: Any non-rate carded (POA) activities will continue to require a quote
- Trial agreement ends 15 April 2020

New Relinquishment Rate Card Pricing

- Our goal is to provide a degree of price certainty to Service Providers at relinquishment time
- Fixed price rate card is available for the most common items to be relinquished

Item	Applicable to	Price
Admin, Design and Records update	<i>All requests</i>	\$550.00
MDF Cabling 288 pair	<i>If present</i>	\$1,125.00
MDF Cabling 576 pair	<i>If present</i>	\$2,250.00
Cables – Cat5e, E1 or Fibre*	<i>If present</i>	\$450.00
Relinquish Footprint (remove rack)	<i>If requested</i>	\$500.00
Ship Cables	<i>If requested</i>	POA

- Shipping of cables back to you will continue to be POA as we are unable to price these without our Service Company Partners quoting for this first

* Please note that this pricing does not include MOFDF Connection Point “Jumpers”



New Relinquishment Rate Card Trial

Trial Agreement Business Rules

- The new rate card is being offered on a 6 month trial from 1 October 2019
- Customers must “opt-in” to obtain rate card pricing by signing the trial agreement
- All subsequent relinquishment orders for the customer will be priced using the rate card
- The rate card is applicable for new orders from the commencement date once customers have signed onto the trial
- The rate card will apply to new requests for the relinquishment of UCLL Colocation and Exchange Space Colocation only
- Monthly recurring billing of the footprint will cease upon customer equipment being removed from the premises
- Termination date for the trial is 15 April 2020, after which the outcomes will be assessed and, if successful, will be operationalised



Next Steps

Sign up to the offer

- Even if you've signed up to the current relinquishment rate card trial, to take advantage of the new pricing you'll need to sign up to the new trial agreement
- Please contact your account manager who will provide you an addressed version of the agreement for you to sign

