

C H ● R U S

**Enterprise Connect
Extension Offer**

What's happening?

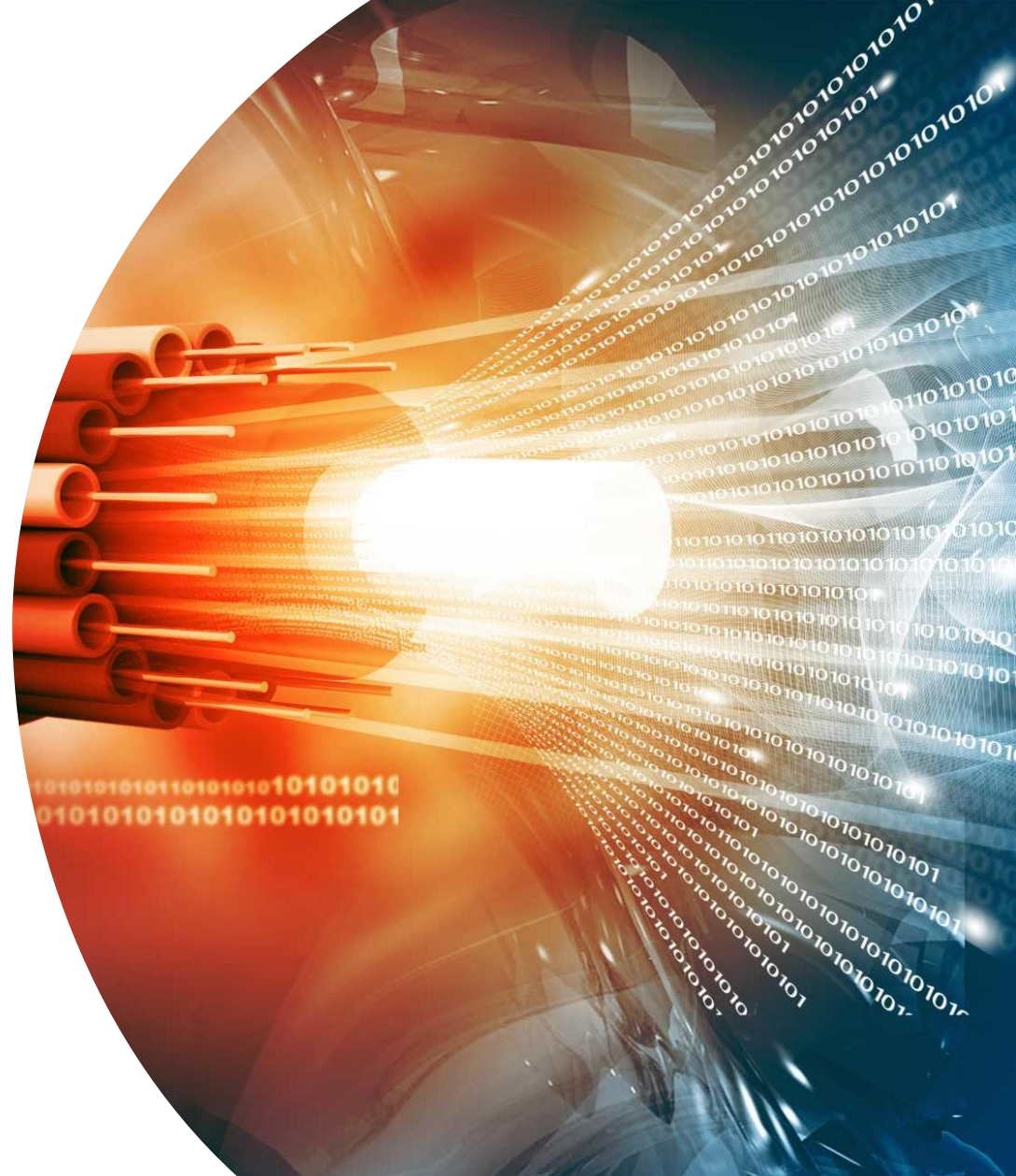
We're extending our support for your NGA Business (Bitstream 3/3a) into 2020

NGA Business (Bitstream 3/3a) provides businesses with the high performing network connection for business critical applications and infrastructure.

After a very successful 2019, we're extending for six more months to maintain our momentum for the take-up of NGA Business (Bitstream 3/3a) services!

The **Enterprise Connect Extension Offer:**

- Is available in Chorus UFB areas.
- Applies to both upgrades and new Business fibre broadband connections on NGA Business (Bitstream 3/3a) plans.
- Is payable on a large range of NGA Business (Bitstream 3/3a) fibre plans.
- Is **no longer payable on NGA Business Premium (Enhanced Bitstream 4)** fibre plans.
- Is not available for Hyperfibre plans.



3 reasons why this is good for your business

Enterprise Connect Extension continues to meet the needs of your business customers.

1. Enterprise Connect is extended (for NGA Business (Bitstream 3/3a) only) to maximise use of the incentive.

The offer will be available from 1 January to 30 June 2020 to support the longer sales cycles in Business.

2. Get your customers on to the best plans and maximise your revenue

Credits are available for customers that take up our NGA Business (Bitstream 3/3a) fibre plans, which have the speed and bandwidth for a business grade internet with the service support needed for business critical applications.

3. Easy to use

In designing this offer we've tried to make it as easy and as flexible as possible to use in your customer proposals.



The Enterprise Connect Offer Extension – from 1 January 2020

Grow More Profitable Enterprise Business Connections

Offer will be available from 1 January to 30 June 2020

Acquire new Bitstream 3 connections

Incentive for Qualifying Connections		Earns
Existing Connection	That Moves to:	
Off-net (i.e. no Chorus connection at the address)	Bitstream 3/3a, 3 Accelerate or 3a Accelerate	\$300
Bitstream 2/2 Accelerate	Bitstream 3/3a, 3 Accelerate or 3a Accelerate	\$300

- What's excluded:**
- Any orders placed on Smart Location addresses
 - Gigatown plans
 - Secondary plans
 - Education plans
 - Hyperfibre plans
 - Enhanced Bitstream 4 plans
 - Inactive ONT less than 30 days
 - Downgrades from higher equivalent GPON fibre services.
 - Any address where there is a current business legacy service (UPC, LDBS, BFAS) or HSNS Premium/Enhanced Bitstream 4 service on the Chorus network.

Upgrade your current base

Incentive for Qualifying Connections		Earns
Existing Connection	That Moves to:	
Bitstream 3/3a, 3 Accelerate or 3a Accelerate	Any higher CIR plan on any Bitstream 3/3a, 3 Accelerate or 3a variant	\$150

- Further conditions of the offer:**
- If your RSP had already signed up to the Enterprise Connect offer in 2019, you can be considered automatically eligible for this extension offer.
 - For those RSP not signed up, they can sign up to the extension offer until 18 December 2020.
 - Offer available where Chorus has Fibre.
 - Orders received within the offer period will be eligible but paid on Service Given.
 - To continue to qualify for the credit contribution a connection must remain on the relevant plan for a minimum of 12 months.
 - If a Service provider receiving a credit contribution relinquishes the service covered by the credit contribution within the 12 month qualifying period the Service provider will be subject to a repayment obligation on a pro rata basis.

Its just easy...

The Enterprise Connect Offer has been designed to make it as simple as possible to use in your end-customer proposals



Talk to your Chorus Account Manager if you are interested in signing up to Enterprise Connect Extension Offer.



We understand that premium business fibre plans are often part of your whole of business proposal often with longer sales cycle, and not used with a campaign.



We will pay up to \$300 per eligible new connection and \$150 for upgrades. We will also provide you with monthly reports to see how you are tracking.

The repayment period approach

To provide more confidence to you and make it easier for you to use our offer, we have moved to a payment approach that will reverse credits on a prorata basis depending on how long they have left to complete the repayment period.

Date of disconnection or downgrade from service given	Contribution	
	\$150	\$300
1 month but less than 2 months	\$150.00	\$300.00
2 months but less than 3 months	\$137.50	\$275.00
3 months but less than 4 months	\$125.00	\$250.00
4 months but less than 5 months	\$112.50	\$225.00
5 months but less than 6 months	\$100.00	\$200.00
6 months but less than 7 months	\$87.50	\$175.00
7 months but less than 8 months	\$75.00	\$150.00
8 months but less than 9 months	\$62.50	\$125.00
9 months but less than 10 months	\$50.00	\$100.00
10 months but less than 11 months	\$37.50	\$75.00
11 months but less than 12 months	\$25.00	\$50.00
12 months	\$12.50	\$0.00
Greater than 12 months	\$0.00	\$0.00

When will the repayment apply:

- Qualifying connections will be monitored through the offer period, only those downgraded or disconnected for at least 30 days will require you to repay part of the any credit.
- When you receive a credit and then the end customer moves to another RSP on the same plan we will not reverse the credit. However if the connection then disconnects with the new RSP within the repayment period remaining, we will reverse the credit on a monthly pro rata basis.
- The repayment pro rata calculation is based on completed months, any partial months will be taken from the last previous completed month.



Key Dates

Here are some key dates to remember, we want to ensure we bring you along the journey to provide you with enough time to prepare your sales and marketing activity.

Key Dates	Enterprise Connect Extension
Retail Service Providers Sign Up	December 1st to December 18th 2019
Enterprise Connect Offer for Bitstream 4 ends	31 December 2019
Launch of Extension Offer (Bitstream 3/3a only)	1 January 2020
Extension Offer Ends	30 June 2020
Last date for service to commence	30 September 2020
Minimum period for service	12 months from service start date



Appendix

FAQs – Enterprise Connect Extension Offer

Question	Answer
If I have signed up for Enterprise Connect in 2019, am I eligible for the Enterprise Connect Extension Offer for Jan-June 2020?	Yes, if you already have signed for the Enterprise Connect Offer, you are considered automatically eligible for the Enterprise Connect Extension Offer (in its amended form, that no longer includes Bitstream 4 in the promotion).
When will the new Enterprise Connect Extension offer be available for signing?	Only necessary if you hadn't already signed and returned the original Enterprise Connect offer letter - the Extension Offer agreement is available for signing from 1 December 2019 until 18 December 2019. The Extension proposed offer is valid from 1 January – 30 June 2020 (and now no longer includes Bitstream 4).
Can I sign up to this offer and other Chorus offers at the same time?	Yes, you can sign more than one offer with Chorus, for this offer we will treat every connection that connects to best copper broadband (that meets the criteria) as eligible.
What is an eligible connection?	We will accept orders received for the duration of the offer and continue to track those connections completed (service given) up until 31 December 2020. We'll track orders to ensure connections are service given within that timeframe. To be eligible orders must also be for certain types of fibre plans as set out in the offer terms.
What is considered as a new connection?	An address that has no Chorus connection, this means no active Layer 1 and Layer 2 services.
What is an upgrade?	Any Bitstream 3/3a, 3 Accelerate or 3a Accelerate plan that upgrades to any higher priority bandwidth plan on any Bitstream 3/3a, 3 Accelerate or 3a Accelerate variant.
When will the contribution be credited?	The credit contribution for each qualifying order will be applied to the first bill run for each connection. This only applies to connections that are 'service given' within the specified terms for the period of this offer.
Will the contribution credits in the previous/current offers still apply?	Yes. Credit contributions will continue to apply for any eligible historical transactions under other Chorus offers.
Is there a repayment period?	Yes for any qualifying connection we require these to remain on our Chorus broadband network for a minimum of 12 months. If a connection goes off our network or downgrades we will reserve credits on a pro rata basis.