

Chorus New Zealand Limited  
Chorus House  
66 Wyndham Street  
AUCKLAND

Name:

Organisation:

Address:

Date:

Dear

### **Chorus ADVANTAGE Offers**

From July 1<sup>st</sup>, 2021 we are commencing our new business offers for new connects and upgrades to business plans. There are three offers in the market (referred to together as the ADVANTAGE Offers or Offers). The ADVANTAGE Offers are designed to support the promotion of high performing fibre services to businesses. In particular, they aim to encourage migrating offnet customers onto our fibre network and upgrading existing fibre connections to faster business fibre plans.

Each of the three Offers is targeted at supporting RSPs offering plans suitable for different size businesses, as follows:

- Small Business ADVANTAGE is designed for SME businesses, focussing on uptake of Small Business Fibre and Small Business Hyperfibre;
- Business ADVANTAGE is designed to support larger businesses to migrate or upgrade to more advanced business fibre plans; and
- Premium Business ADVANTAGE is designed to support large businesses with complex connectivity requirements moving onto our premium business service, NGA Business Premium (Glass Variant).

The Offers support you by providing credits for each of these plans focusing on driving new connections or upgrades to faster business plans.

### **Credits**

The details of credits for each plan for are set out in the relevant Addendum to the attached Appendix. The following is a summary:

- You'll receive a credit for every Qualifying Connection, which means connections where the order is placed by 30 June 2022 and there is an Active Connection by 30 September 2022.
- There is a minimum term of 12 months for each Qualifying Connection.

- In addition, for Business ADVANTAGE and Small Business ADVANTAGE you can qualify for an additional "Business Fibre Marketing BONUS Credit" of \$50 to \$100 for each new Qualifying Connection resulting from approved business fibre-dedicated marketing activity.
- We'll pay you the credit (plus any Bonus Credit, if applicable) once an Active Connection has been established.
- We'll cover provisioning costs (up to the value of \$330) on any migration from HSNS Lite Copper to NGA Business and Hyperfibre Business Bitstream 3; and for new connections and eligible upgrades to NGA Premium (Glass Variant)

The ADVANTAGE Offers order eligibility period runs from 1 July 2021 until 30 June 2022. The Offers are subject to the terms of this letter as set out in the Appendix, which specifies the terms for all Offers, plus the relevant Addendum describing credits and other terms specific to that Offer.

### Sign up

Small Business ADVANTAGE, Business ADVANTAGE and Premium Business ADVANTAGE are separate offers (on the terms of this letter, the Appendix and the Addendum relevant to each Offer). You can accept all three Offers by signing this letter and returning it to us.

If you want to accept the Offer in relation to one or two of the Offers but not all three Offers, please **cross out or put a line through the Offer you do not want** below, and then sign this letter and return it to us. This constitutes acceptance of the Offers that are not deleted.

Small Business ADVANTAGE

Business ADVANTAGE

Premium Business ADVANTAGE

*For example, if you only want the Small Business ADVANTAGE Offer, you would return this:*

*Small Business ADVANTAGE*

~~*Business ADVANTAGE*~~

~~*Premium Business ADVANTAGE*~~

If you have any questions, please contact your account manager.

Yours faithfully



Ed Hyde

Chief Customer Officer

Chorus New Zealand Limited

Name:

agrees to the terms of the Chorus ADVANTAGE Offers (excluding any that are crossed out) as set out in this letter, the attached Appendix and the relevant Addenda to the Appendix.

Authorised Signatory Name:

Authorised Signatory Position:

Organisation:

Date:

## APPENDIX: Terms of the Chorus ADVANTAGE Offer FY22

The terms of each Chorus ADVANTAGE Offer (**Offer**) between Chorus New Zealand Limited (**Chorus**) and you are as set out in this Appendix, and in the Addendum attached in relation to (and forming part of) each Offer (see Small Business ADVANTAGE Addendum, Business ADVANTAGE Addendum and Premium Business ADVANTAGE Addendum).

### Term

1. This Offer is available on the following basis:
  - a) You confirm your participation to this Offer by 30 June 2021 (**Acceptance Period**) by signing the attached Offer letter and returning it to us by email (**Acceptance**), which will form a binding agreement;
  - b) You have from 1 July 2021 until 30 June 2022 to order Qualifying Connections (**Order Period**);
  - c) You have from 1 July 2021 until 30 September 2022 to establish an Active Connection (**Connection Period**).
2. Chorus in its absolute discretion may agree to accept your signed Offer letter after the Acceptance Period provided Chorus will not back date any credits for connections that would have qualified prior to Chorus receiving your signed Offer letter.
3. You will not be eligible for any further credits from the expiry of the applicable Order Period.
4. Chorus may extend the applicable Order Period or extend the scope of the Offer by giving 30 days' notice in a Customer Update.
5. Chorus may withdraw, or further restrict the scope of, the Offer before the expiry of the Order Period. If this occurs, Chorus will try and consult with you and Chorus will give you 60 days' notice unless Chorus is required to withdraw or restrict the scope of the Offer due to an external event, in which case the notice may be shorter.

### Qualifying Connections

6. Qualifying Connections are those connections which meet all of the following conditions:
  - (a) satisfy the eligibility criteria set out in for the Offer in the relevant Addendum attached;
  - (b) are ordered by you within the applicable Order Period;
  - (c) are or become **Active Connections** on or before the expiry of the Connection Period, where Active Connection means either:
    - (i) a new connection (being off net or no active fibre connection to the premises) to an Eligible Plan (**New Connection**); or

- (ii) an upgrade from Upgrade Path Plans to an Eligible Plan (**Upgrade Connection**);

collectively a **"Qualifying Connection"**. Note that connections of inactive intacts only qualify as new connections if they have been disconnected for at least 30 days. If not, they are regarded as upgrades from the previous plan.

### **Availability of Credits**

7. If you:
  - a) Accepted this Offer within the Acceptance Period;
  - b) have ordered a Qualifying Connection within the Order Period; and
  - c) can demonstrate an Active Connection on or before the expiry of the Connection Period,you are eligible to receive the applicable credits as identified in the relevant Addendum.
8. For all Qualifying Connections under the Small Business ADVANTAGE Offer and the Business ADVANTAGE Offer, there is an additional Business Fibre Marketing BONUS Credit available, if the BONUS Credit criteria as set out in the relevant Addendum are met. Connections under the Premium ADVANTAGE Offer are not eligible for a Bonus Marketing Credit.
9. To be eligible for the BONUS Credit you will need to submit, and have validated by Chorus, a marketing plan for Business Fibre and/or Hyperfibre as set out in the Criteria. Qualifying Connections will then qualify for the BONUS Credit if the order for the Connection is placed during the period from the start of the marketing campaign until three months after the approved marketing activity ceases (or the end of the Order Period, whichever is earlier).
10. Qualifying Connections that have already been provided with a BONUS credit under this Offer will not be eligible for subsequent credits should further upgrades or transfers occur to Qualifying Connections in the Order Period.

### **How will the Offer credits be applied?**

11. Each month we will identify the connections which have qualified as Qualifying Connections in the preceding month and pay an amount equal to the value of the total credits applicable to those Qualifying Connections (subject to any clawbacks or wash-ups as set out below)

We will let you know if there are any changes to the way the credits are applied.

12. Once a Qualifying Connection is an Active Connection, we will monitor the network status of the address of the Qualifying Connection. If such a Qualifying Connection is:
  - (a) downgraded to an alternative broadband connection on our network at any time during the 12 months period from the commencement date of the

Active Connection; or

- (b) disconnected from our broadband network at any time during the 12 month period from the commencement date of the Active Connection,

in each case Chorus may require you to repay part of any credit contribution we have paid to you under this Offer (**clawback**). We may deduct the amount of any clawback payable from payments made under this Offer or any future incentive offer.

- 13. We may conduct an audit and wash-up of credits (including BONUS Marketing Credits) paid or payable under this Offer, up to three months after the payment of the last credits under clause 11 or after any clawback is payable under clause 12 above. We may off-set any amount that you owe to us (whether under the terms of this Offer or otherwise including any overpayments) against any amount payable by us to you under the terms of this Offer. We will let you know if we set off any amounts in accordance with this clause.

### **Conditions**

- 14. By Accepting the Offer, you agree that:

- (a) Each Qualifying Connection will have a minimum Active Connection period of 12 months. If the Qualifying Connection is disconnected or downgraded within 12 months after becoming an Active Connection Chorus may require a pro-rata repayment of credits as provided for in these terms.
- (b) You will make any repayments we require from you in accordance with clause 10 (**Repayments**). Nothing in this clause precludes you from disputing any Repayments under the applicable relevant terms identified in clause 14.
- (c) If, in Chorus' reasonable opinion, you are not complying with any of the terms of the Offer, Chorus may at any time and from time to time do any or all of the following:
  - (iii) meet with you in good faith to discuss our concerns and what you are doing to comply;
  - (iv) suspend the Offer (or the payment of any relevant credits under the Offer) until the issue is resolved; and/or
  - (v) terminate this Offer by 30 days' written notice to you.

For the purposes of this clause 14(c), "**good faith**" means the need to work together in an open, co-operative, honest and fair manner, provided that nothing prevents a party from acting in its own self-interest.

### **Termination**

- 15. If, in Chorus' reasonable opinion, you are not complying with any of the terms of the Offer, Chorus may at any time and from time to time do any or all of the following:
  - (i) meet with you in good faith to discuss our concerns and what you are doing to comply;
  - (ii) escalate the issue within Chorus and your company for discussion in good faith;

- (iii) suspend the Offer or part of the Offer (including eligibility for, or payment of, credits) until the issue is resolved; and/or
- (iv) terminate this Offer by 30 days' written notice to you.

For the purposes of this clause 15, "**good faith**" means the need to work together in an open, co-operative, honest and fair manner, provided that nothing prevents a party from acting in its own self-interest.

### **Application of relevant terms**

16. Except as expressly provided under this Offer, all applicable service terms will continue to apply to the provision of the services to which the Qualifying Connections relate.

### **General Terms**

17. We each agree that the following general terms apply in relation to this Offer:
- (a) Entire Agreement – the Offer letter and this Appendix constitute the entire agreement between the parties relating to its subject matter, and supersedes any previous representations, negotiations, proposals, agreements, undertakings or arrangements of any nature with respect to that subject matter;
  - (b) Authority - each party represents and warrants to the other that it has the power and authority to enter into, comply with and perform this letter agreement, and that the persons executing this letter agreement on behalf of the parties have the necessary authority to do so;
  - (c) Confidentiality - the parties agree to keep (i) the fact and the terms of this Offer, and (ii) any information provided to them by another party relating to, or in connection with, this Offer, in each case confidential to them and their legal or other professional advisors save as may be necessary to enforce this Offer, or as the parties expressly agree in writing, or as is otherwise required by law or the rules of any stock exchange;
  - (d) Announcements – unless required by law, you will not make any media release or public announcement relating to, or in connection with, this Offer without our prior written consent;
  - (e) Binding Agreement - the parties acknowledge that the provision of the Offer letter and this Appendix by Chorus and the signing (which may include electronic signature) and returning by email by you as set out in this letter shall be sufficient to bind the parties; and
  - (f) Governing Law and Jurisdiction – this letter agreement will be governed and construed in accordance with the laws of New Zealand, and the parties agree to submit to the exclusive jurisdiction of the New Zealand courts.

# Addendum 1: Small Business ADVANTAGE Credits

## 1. Credits and Eligible Plans:

Moving From ↓ To →	Evolve SME Max	Small Business Fibre 100	Small Business Fibre Max	Hyperfibre Small Business 2000	Hyperfibre Small Business 4000	Hyperfibre Small Business 8000
New Connections	\$100	\$100	\$200	\$300	\$400	\$500
ADSL/VDSL		\$10	\$100			
NGA Evolve ≤100Mb						
SBF 100		\$100				
Consumer Max						
NGA Evolve 200Mb						
SME Max/SBF Max						

Upgrade Path Plan (black)

Eligible Plan (green)

Eligible Business Fibre Plans	Evolve SME Max	Small Business Fibre Max	Hyperfibre Small Business 2000	Hyperfibre Small Business 4000	Hyperfibre Small Business 8000
BONUS "Business Fibre" credit	\$50	\$50	\$100	\$100	\$100

Bonus credit when qualifying under Business Fibre marketing criteria on eligible plans only

## 2. Eligibility Criteria and exclusions for Small Business ADVANTAGE Offer:

The Small Business ADVANTAGE Offer only applies to Qualifying Connections and will not apply to any other orders including the following:

- (a) Secondary plans;
- (b) Education plans;
- (c) Any fibre plans ordered at Smart Locations (also known as "NBAPs", as defined by Chorus including services to non-building premises);
- (d) Any transfer and/or new plan change from higher-value services (e.g. UPC, LDBS, BFAS, DFAS) on the Chorus Network;
- (e) Plan downgrades or transfers including:
  - (i) Any transfer and/or new plan change from HSNS Lite (Fibre and Copper, from Bitstream 3/3A or Bitstream Accelerate 3/3A Enhanced Bitstream 4, Bitstream 4, or HSNS Premium plans;
  - (ii) Any connection that downgrades and then upgrades by the same RSP within 30 days of a new connection or plan change to Small Business Fibre 100/100Mbps or Small Business Fibre Max-500, or similarly from any Hyperfibre plan;
- (f) Any disconnections that reconnect with the same plan by the same RSP within 30 days of a new connection or plan change to Small Business Fibre 100/100Mbps or Small Business Fibre Max-500, or similarly from any Hyperfibre plan; and
- (g) Moves to a higher traffic class within the same plan,

We will waive transaction and transfer fees for upgrades to Small Business Fibre or Hyperfibre Small Business. Otherwise, no transaction or transfer charges are waived under this offer.

### 3. Pro-rated repayments for disconnection or downgrade

The following table illustrates credit repayments on credits (being a total of baseline credits plus BONUS Marketing Credits).

Date of disconnection or downgrade from service given	Credit contribution									
	\$10	\$50	\$100	\$150	\$200	\$250	\$300	\$400	\$500	\$600
Under 1 month	\$10.00	\$50.00	\$100.00	\$150.00	\$200.00	\$250.00	\$300.00	\$400.00	\$500.00	\$600.00
1 month but less than 2 months	\$9.17	\$45.83	\$91.67	\$137.50	\$183.33	\$229.17	\$275.00	\$366.67	\$458.33	\$550.00
2 months but less than 3 months	\$8.33	\$41.67	\$83.33	\$125.00	\$166.67	\$208.33	\$250.00	\$333.33	\$416.67	\$500.00
3 months but less than 4 months	\$7.50	\$37.50	\$75.00	\$112.50	\$150.00	\$187.50	\$225.00	\$300.00	\$375.00	\$450.00
4 months but less than 5 months	\$6.67	\$33.33	\$66.67	\$100.00	\$133.33	\$166.67	\$200.00	\$266.67	\$333.33	\$400.00
5 months but less than 6 months	\$5.83	\$29.17	\$58.33	\$87.50	\$116.67	\$145.83	\$175.00	\$233.33	\$291.67	\$350.00
6 months but less than 7 months	\$5.00	\$25.00	\$50.00	\$75.00	\$100.00	\$125.00	\$150.00	\$200.00	\$250.00	\$300.00
7 months but less than 8 months	\$4.17	\$20.83	\$41.67	\$62.50	\$83.33	\$104.17	\$125.00	\$166.67	\$208.33	\$250.00
8 months but less than 9 months	\$3.33	\$16.67	\$33.33	\$50.00	\$66.67	\$83.33	\$100.00	\$133.33	\$166.67	\$200.00
9 months but less than 10 months	\$2.50	\$12.50	\$25.00	\$37.50	\$50.00	\$62.50	\$75.00	\$100.00	\$125.00	\$150.00
10 months but less than 11 months	\$1.67	\$8.33	\$16.67	\$25.00	\$33.33	\$41.67	\$50.00	\$66.67	\$83.33	\$100.00
11 months but less than 12 months	\$0.83	\$4.17	\$8.33	\$12.50	\$16.67	\$20.83	\$25.00	\$33.33	\$41.67	\$50.00

### 4. Small Business ADVANTAGE BONUS Marketing Credit Eligibility Criteria

Qualifying Connections will qualify for the relevant BONUS Marketing Credits if all the following conditions are met:

- (a) the RSP submits a marketing plan indicating a planned level of marketing activity that:
  - is sufficient to be deemed a genuine campaign (with consideration of RSP size to activity)
  - promotes the Business Fibre plans and/or Hyperfibre Business plans in Chorus fibre areas, with the inclusion of the phrase "Business Fibre", or "Fibre" when the marketing is clearly directed at businesses (for the Business Fibre BONUS Marketing Credit) or "Hyperfibre Small Business" or "Hyperfibre" where marketing is clearly directed at business (for the Hyperfibre BONUS Marketing Credit);
  - uses at least one of the following ATL channels to market: billboard, TVC, radio, online, and/or door-knocking activity;
  - is dedicated/exclusive to the marketing of Business Fibre and/or Business Hyperfibre plans.
- (b) the Chorus Business team validates the planned marketing activity (should all timing, content, and qualifying criteria be met);
- (c) the RSP commences the marketing campaign within three months of Chorus validation; and the implementation follows the plan; and details of implementation of the marketing activity are provided (including the start and end dates of such activity), sufficient to enable Chorus to check these once underway and confirm the implementation substantially follows the plan.

## Addendum 2: Business ADVANTAGE Credits

### 1. Credits and Eligible Plans:

Moving From ↓ To →	NGA Business (BS3/a)	Hyperfibre Business 2000	Hyperfibre Business 4000	Hyperfibre Business 8000
New Connections	\$400	\$500	\$600	\$700
ADSL/VDSL				
NGA Evolve (Consumer or Business)				
Small Business Fibre				
HSNS Lite Copper	As above + Free MPS			
Upgrade Path Plan (black)	Eligible Plan (green)			

Eligible Business FibrePlans	NGA Business (BS3/a)	Hyperfibre Business 2000	Hyperfibre Business 4000	Hyperfibre Business 8000
<b>BONUS "Business Fibre" credit</b>	<b>\$100</b>	<b>\$100</b>	<b>\$100</b>	<b>\$100</b>

Bonus credit when qualifying under Business Fibre marketing criteria on eligible plans only

### 2. Eligibility Criteria and exclusions for Business ADVANTAGE Offer:

#### Qualifying Connection types means:

- (a) New connections for NGA Business and Hyperfibre Business (BS3/3A all variants) including:
  - No fibre intact to NGA Business and Hyperfibre Business (BS3/3A all variants)
  - From a copper (VDSL/ADSL/UCLL) connection to NGA Business and Hyperfibre Business (BS3/3A all variants)
  - From a copper (HSNS Lite Copper) connection to NGA Business and Hyperfibre Business (BS3/3A all variants)
- (b) Upgrade of the following:
  - BS2 or BS2 Accelerate to NGA Business and Hyperfibre Business (BS3/3A all variants)

#### **Exclusions from Business ADVANTAGE:**

The Business ADVANTAGE Offer only applies to Qualifying Connections and will not apply to any other orders including the following:

- (a) Secondary plans;
- (b) Education plans;
- (c) Any fibre plans ordered at Smart Locations (also known as "NBAPs", as defined by Chorus including services to non-building premises);
- (d) Plan downgrades including any addresses where there is a current business

legacy service (being UPC; LDBS; BFAS; DFAS) or HSNS Premium/Bitstream 3/DFAS/Bitstream 4 service on the Chorus Network; and

(e) moves to a higher traffic class within the same plan (e.g. BS3/a to BS3/a).

No transaction or transfer charges are waived under this offer (except for those from HSNS Lite Copper).

### 3. Pro-rated repayments for disconnection or downgrade

The following table illustrates credit repayments on credits (being a total of baseline credits plus BONUS Marketing Credits).

Date of disconnection or downgrade from service given	Credit contribution					
	\$300	\$400	\$500	\$600	\$700	\$800
Under 1 month	\$300.00	\$400.00	\$500.00	\$600.00	\$700.00	\$800.00
1 month but less than 2 months	\$275.00	\$366.67	\$458.33	\$550.00	\$641.67	\$733.33
2 months but less than 3 months	\$250.00	\$333.33	\$416.67	\$500.00	\$583.33	\$666.67
3 months but less than 4 months	\$225.00	\$300.00	\$375.00	\$450.00	\$525.00	\$600.00
4 months but less than 5 months	\$200.00	\$266.67	\$333.33	\$400.00	\$466.67	\$533.33
5 months but less than 6 months	\$175.00	\$233.33	\$291.67	\$350.00	\$408.33	\$466.67
6 months but less than 7 months	\$150.00	\$200.00	\$250.00	\$300.00	\$350.00	\$400.00
7 months but less than 8 months	\$125.00	\$166.67	\$208.33	\$250.00	\$291.67	\$333.33
8 months but less than 9 months	\$100.00	\$133.33	\$166.67	\$200.00	\$233.33	\$266.67
9 months but less than 10 months	\$75.00	\$100.00	\$125.00	\$150.00	\$175.00	\$200.00
10 months but less than 11 months	\$50.00	\$66.67	\$83.33	\$100.00	\$116.67	\$133.33
11 months but less than 12 months	\$25.00	\$33.33	\$41.67	\$50.00	\$58.33	\$66.67

### 4. Business ADVANTAGE BONUS Marketing Credit Eligibility Criteria

Qualifying Connections will qualify for the relevant BONUS Marketing Credits if all the following conditions are met:

- (a) the RSP submits a marketing plan indicating a planned level of marketing activity that:
  - is sufficient to be deemed a genuine campaign (with consideration of RSP size to activity)
  - promotes the Business Fibre plans and/or Hyperfibre Business plans in Chorus fibre areas, with the inclusion of the phrase "Business Fibre", or "Fibre" when the marketing is clearly directed at businesses (for the Business Fibre BONUS Marketing Credit) or "Hyperfibre Business" or "Hyperfibre" where marketing is clearly directed at business for the Hyperfibre BONUS Marketing Credit);
  - uses at least one of the following channels to market: billboard, TVC, radio, online, and/or door-knocking activity;
  - is dedicated/exclusive to the marketing of Business Fibre and/or Business Hyperfibre plans.
- (b) the Chorus Business team validates the planned marketing activity (should all timing, content, and qualifying criteria be met);
- (c) the RSP commences the marketing campaign within three months of Chorus validation; and the implementation follows the plan; and details of implementation of the marketing activity are provided (including the start and end dates of such activity), sufficient to enable Chorus to check these once underway and confirm the implementation substantially follows the plan.

## Addendum 3: Premium Business ADVANTAGE Credits

### 1. Credits and Eligible Plans:

- a new NGA Business Premium connection (Glass Variant only) where we utilise a spare or newly installed Chorus fibre (**New Connection**);
- an upgrade to NGA Business Premium (Glass Variant only) from an existing Chorus fibre product (**Upgrade Connection**).

### 2. Eligibility Criteria and exclusions for Business Premium ADVANTAGE Offer

Qualifying Connection Type	Credits are issued or Charges are waived for the following components:
New Connection	\$1,000 Installation Credit Managed provisioning cost (including order entry, normally \$330)
Upgrade Connection from any of the following: <ul style="list-style-type: none"><li>• NGA Evolve and Small Business Fibre (Bitstream 2)</li><li>• NGA Business (Bitstream 3/3a)</li><li>• Direct Fibre Access (DFAS)</li><li>• HSNS (Premium, Lite Fibre, Copper)</li></ul>	\$1,000 Installation Credit Managed provisioning cost (including order entry, normally \$330) 24/7 Hot cutover cost (where applicable)
Upgrade Connection from NGA Business Premium (NID version); also known as EBS4 (NID version)	Credit of standard installation Managed provisioning cost (including order entry, normally \$330) 24/7 Hot cutover cost (where applicable)

Note: installation credits are applied against your account under clause 9 of the Terms. This means you will be charged the relevant installation fee, and then once an Active Connection is established you will receive a credit of \$1,000 (or credit of standard installation charge for upgrades to NGA Premium Business Glass from a NID Connection) regardless of the actual cost of the installation.

### 3. Pro-rated repayments for disconnection or downgrade

The following table sets out the pro-rated repayments for disconnection or downgrade from a New Connection or Upgrade Connection, where the Installation Credit is \$1,000. Upgrades from NGA Premium (NID) where the Standard Installation Credit is x2 monthly rental charge are pro-rated based off that amount.

Date of disconnection or downgrade from Active Connection / "service given"	Repayment amount
Under 1 month	\$1,000.00
1 month but less than 2 months	\$825.00
2 months but less than 3 months	\$750.00
3 months but less than 4 months	\$675.00
4 months but less than 5 months	\$600.00
5 months but less than 6 months	\$525.00
6 months but less than 7 months	\$450.00
7 months but less than 8 months	\$375.00
8 months but less than 9 months	\$300.00
9 months but less than 10 months	\$225.00
10 months but less than 11 months	\$150.00
11 months but less than 12 months	\$75.00