

[Customer Address]

Date:

For attention of:

Reference: XXXX – BT Quotation Form

Dear Sir,

Quotation for BDUK Phase 3 Segments (BDUK Phase 3 Products)

I am pleased to confirm that Openreach is in a position to carry out the work as set out in this BT Quotation Form.

The first **XX** Sites confirmed by you to proceed with BDUK Phase 3 Segments implementation are shown in the Site List (Appendix A to this BT Quotation Form). Additional Sites, changes to Sites or reduction in the number of Sites can be implemented by completing Appendix B. Once these requests have been received BT will provide a separate Quotation Letter for such requests.

This quotation is based on the Customer placing orders for **XXX** Sites.

1. The Service

A description of the Service (including detail of the Access and Spine variants and flexibility points), together with any Service limitations and features can be viewed in the Reference Offer slides which are detailed within the section of the BT Website relating to BDUK Phase 3 Products. The content of those slides and the Technical Specification will apply to the delivery of the Service detailed in this Quotation Letter.

2. Delivery Plan

Estimated delivery dates per Site will not usually exceed 60 working days from point of offer acceptance for each fibre connection (providing customer establishment has taken place). This is subject to survey, any third party consents or traffic management, the complexity of the requirement and provision of Customer equipment where this is required. Estimated leadtimes by Site can be found in the Delivery Plan located at Appendix C.

Estimated repair lead times will not usually exceed 3 days. The Customer will be required to raise a request to investigate a fault manually and an engineer will be sent out to rectify the fault (if appropriate).

All dates provided in the Delivery Plan are to be measured from the date that the Customer completes the Customer Establishment process with BT for this product, or, the day following offer acceptance of this offer, whichever is the later. The Customer will need to contact their Sales Relationship Manager (SRM) to establish themselves for BDUK Phase 3 Products.

If a Customer is new to BT contact should be made through our website and the following email address: customer.establishment@openreach.co.uk.

The Customer Establishment process consists of 3 stages, Preliminary, Registration and Systems set-up. The level of complexity of progressing through the stages will be determined by whether you are a new or existing customer and your chosen method of connectivity.

3. Dependencies

- Where the Customer provides their own street furniture, the Customer will be required to meet minimum requirements for Street Furniture such that the Street Furniture is suitable to have the BDUK Segments installed within it. It shall be the responsibility of the Customer to provide timely and safe access to the Street Furniture for the BT engineer or agents in order that the Service may be installed and, where necessary, maintained. Physical and electrical requirements for street furniture incorporating BDUK Segments are detailed on the section of the BT Website relating to the Phase 3 Products.
- Site Survey
- Third party consents including wayleaves
- Traffic Management
- Any events outside the control of BT

[ADD FURTHER DEPENDENCIES ON A CUSTOMER BY CUSTOMER BASIS.THESE WILL BE KNOWN BY CUSTOMER PRIOR TO OFFER LETTER ISSUE THEN CLEARLY SET OUT IN THIS PARAGRAPH 3]

4. Charges

[TO BE ADDED ON A CUSTOMER BY CUSTOMER BASIS BY REFERENCE BACK TO THE REFERENCE OFFER WEBPAGE WHERE GENERIC PRICING IS DETAILED]. [EX VAT].

[ADD IN ANY ANCILLARY CHARGES WHERE RELEVANT CIRCUMSTANCES BELOW APPLY].

[ADD IN ECCS WHERE RELEVANT CIRCUMSTANCES BELOW APPLY].

BT reserves the right to amend the charges for the Service where the issues detailed in paragraph 3 above apply.

BT will connect up to a service duct on the basis of Excess Construction Charges (ECCs) only prices of which can be found at:

<https://www.openreach.co.uk/orpg/home/products/pricing/loadProductPriceDetails.do?data=ZdqG%2Ffxv%2FjSuBE EITnogh5uNOEwQ2%2FKws5WBAVcIlcholMnGHsqdC0vzO163bJmh34D91D7M0q8u%2FIISgtIFAKw%3D%3D>

1. This will require a breakout from the BT network into the duct entry owned by the Customer or 3rd party Street Furniture. Such ECCs can be removed if you are an accredited PIA CP and such CP extends the duct poke out from the cabinet to the relevant joint chamber and break through. Additionally, there is an option for BT to build a duct poke extension within a meter of the joint chamber to minimise ECCs with the CP needing to provide the further duct connectivity to the Customer or 3rd party Street Furniture from there. There is potential for footway box space as an alternate future product option to CP provided 3rd party street furniture. This product will be developed and provided upon request from a CP. Any necessary variations to the Contract which are required as a result of the introduction of the footway box space product shall be made (which may include but not be limited to changes to rental pricing to accommodate such option).
2. Any requested out of hours work would be undertaken at the prevailing additional Out Of Hour (OOH) rates listed in our Time Related charges section of the Openreach Price List.
4. Rental charges are payable in advance either quarterly or annually.
5. Additional charges may be raised where non-standard work is required, and for repair activities. For work done by BT engineers not included in standard prices see 'Time Related Charges for Ethernet and non-Openreach Network' in the Service Products section of the Openreach Price List for details.

<http://www.openreach.co.uk/orpg/home/products/pricing/loadPricing.do>

6. The minimum period for each circuit is 5 years from the date of installation. If the circuit is cancelled (save for termination by the Customer pursuant to Clause 2.2 (a) or under Clause 2.8 in such circumstance no cancellation charges will be payable by the Customer) during the minimum period the Customer will pay the first 12 months rental charges plus 20 % of the remaining period of the minimum period. In addition all order validation activity incurred until the point the order is cancelled will be chargeable together with any ancillary charges.
7. Prices are not fixed for the duration of the minimum term period, however any changes will be subject to notification by BT and the Customers ability to cancel the Contract in accordance with the terms and conditions of the BDUK Phase 3 Products Contract.
8. Charges for any construction required to be undertaken by BT to allow the Customer to connect to the Openreach network will be charges using the Excess Construction Charges in the Service Products section of the Openreach Price list at:

<https://www.openreach.co.uk/orpg/home/products/pricing/loadProductPriceDetails.do?data=ZdqG%2Ffxv%2FjSuBE EITnogh5uNOEwQ2%2FKws5WBAVcIlcholMnGHsqdC0vzO163bJmh34D91D7M0q8u%2FIISgtIFAKw%3D%3D>

This quotation is made subject to BT's standard BDUK Phase 3 Products Contract which is detailed at the section of the BT Website relating to BDUK Phase 3 Products, and is valid for a period of 30 days from the date of this quotation.

Yours faithfully

XXXXXXX

APPENDIX A

SITE LIST

APPENDIX B

CHANGE FORM

APPENDIX C

DELIVERY PLAN

