

[Customer Address]

Date:

For attention of:

Reference: XXXX – BT Quotation Form

Dear Sir,

Quotation for BDUK Phase 3 Products – Cabinet Space Service

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

This quotation is based on the Customer placing orders for Cabinets in accordance with Appendix 1.

1. The Service

A description of the Cabinet Space Service (“the Service”) 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.

The Service will:

- be available in locations adjacent to (subject to wayleave and consent considerations), over ground enclosures housing any BT active and/or optical equipment have been built with BDUK Phase 3 funding;
- be able to be used with BDUK Phase 3 Products where such enclosures have been installed or can be purchased stand-alone if necessary.
- provide dedicated space within such an enclosure with the enclosure itself being owned by BT. In some circumstances space within the cabinet may be available to more than one customer, although this will not diminish the agreed level of space to be provided.
- be currently available on cabinets at present used in BT’s FTTC deployment. If BT in future utilises any other enclosures other than for use in FTTC, this product will be developed and published by BT. Any necessary variations to the Contract which are required as a result of the introduction of a different over ground enclosure type shall be made (which may include but not be limited to changes to rental pricing and/or space specifications to accommodate such option).

2. Site and Delivery Plan

Estimated delivery dates per Site will not usually exceed 60 working days from point of offer acceptance for each cabinet space provision. 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 Appendix 1.

Estimated repair lead times will not usually exceed 3 days depending on the nature of the fault. 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 Appendix 1 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

- The Customer will be required to meet the Technical Specification as detailed BT Website relating to BDUK Phase 3 Products and installation within the cabinet
- Site Survey
- Third party consents including wayleaves
- Any events outside the control of BT

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 SET OUT BELOW].

1. BT reserves the right to amend the charges or change the location for the Service where the issues detailed in paragraph 3 above apply.
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.
3. Rental charges will be charged quarterly in advance. No Connection charges will apply.

4. 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>

5. The minimum period for each Service is 5 years from the date of installation. If the Service 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 remaining monthly rental charges for the remainder of the minimum period.

6. Prices are not fixed for the duration of the minimum 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.

5. Disapplied terms and conditions

Clauses 6.1-6.3 (Access and Site Regulations) inclusive of the BDUK Phase 3 Products Contract will not apply to the provision of the Cabinet Space Service.

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

Appendix 1 – Site and Delivery Plan