

[Customer Address]

Date:

For attention of:

Reference: XXXX – BT Quotation Form

Dear Sir,

### **Quotation for BDUK Subsea Cable Access**

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 Subsea Cable Access 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 together with any Service limitations and features can be viewed in the Product Overview slides and Technical Specification Reference Offer slides which are detailed within the section of the BT Website relating to BDUK Subsea Cable Access. 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 only be available on existing installed fibres and no new capacity will be created as part of this Contract.

#### **2. Delivery Plan**

Estimated delivery dates per Site will not usually exceed 90 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 5 calendar days for the land element of the Service. An estimated timescale for repair of the subsea element of the Service will be provided on a case by case basis.

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 (where this is appropriate). BT will not be liable for failure to achieve the repair timescales provided to the Customer.

All dates for provision 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, which takes place following offer acceptance of this offer (but will not be required for subsequent offers accepted for fibre connection) . The Customer will need to contact their Sales Relationship Manager (SRM) to establish themselves for BDUK Subsea Cable Access.

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

- Site Survey
- Third party consents including wayleaves
- Traffic Management
- Any events outside the control of BT including (but not limited to) sub-contractors, third party consents, ferries and Force Majeure events

[ADD FURTHER DEPENDENCIES ON A CUSTOMER BY CUSTOMER BASIS]

### 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].

[ADD IN ECCS].

1. BT reserves the right to amend the charges for the Service where the issues detailed in paragraph 3 above apply.
2. Where duct is required BT will connect up to a service duct on the basis of Excess Construction Charges (ECCs) on a case by case basis.
3. 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 12 months from the date of installation. If the circuit is cancelled during this time the remaining rental charges for the first 12 months will be chargeable in full. 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 period however any changes will be subject to notification by BT.
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.
9. BT may charge repair costs as detailed earlier in this Offer Letter.

This quotation is made subject to BT's standard BDUK Subsea Cable Access Contract which is detailed at the section of the BT Website relating to BDUK Subsea Cable Access, 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