

WHOLESALE REFERENCE OFFER

Connected Gigabit
Becoming a Wholesale Partner

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1.0 Introduction

Connected Gigabit (CGB) is the wholesale division within Quickline Communications Limited, responsible for operating the Network and providing wholesale services to RSPs, including Quickline's own retail arm.

Any Retail Service Provider or Communications Provider (from hereon in referred to collectively as RSPs) interested in becoming a registered wholesale partner or discussing wholesale opportunities, should in the first instance complete the online application form at www.connectedgb.co/partners. This will provide CGB with the necessary details to better understand the RSPs needs and align them with our services. CGB's Partner Account Management Team (PAM Team) can also be contacted via email at wholesale@connectedgb.co

This document outlines the onboarding process for RSPs to become

1. a Quickline reseller of Layer 3 business Fibre To The Premise (FTTP) services; or
2. a CGB wholesale partner with access to CGB's Network and Wholesale Reference Offer products and services.

Reseller (Layer 3) Business Services

This will be provided through Quickline Business Sales (QBS). Layer 3 enables provision of an FTTP service to business users under which contractual arrangements with the end user are solely with the reseller and Quickline supply their FTTP services, including router and service support, to the reseller. Quickline will provide an end-to-end internet service with no requirements for any RSP network infrastructure requirements.

Wholesale (Layer 2)

This document should be read in conjunction with other Wholesale Reference Offer documents available at www.connectedgb.co/partners. Any defined term which is not defined within this document, is a reference to a defined term in the WFA.

Forecast volume will be important in defining the most suitable service.

2.0 Onboarding Process

Reseller

On completion of the online application form expressing interest in White label services, Quickline Business Sales will engage with the nominated contact to discuss the RSP's requirements.

Quickline will request a high-level summary of the RSP's business model, product requirements, volume and timescale expectations including forecasts. On establishing that such requirements qualify for Quickline service, a credit check will be undertaken following which QBS will arrange a contract and subsequent establishment as a Quickline reseller.

Wholesale

CGB has outlined a simple 6-step plan (Figure 1) for RSPs wishing to become wholesale partners and access CGB's Wholesale Services.

Prospective wholesale partners will be asked to demonstrate compliance with the OFCOM stipulations for a Public Electronic Communications Network/Service (PECN/S). CGB will also request a high-level summary of the RSP's business model (e.g. CP, RSP, Reseller), product requirements, volume and timescale expectations – including forecasts.

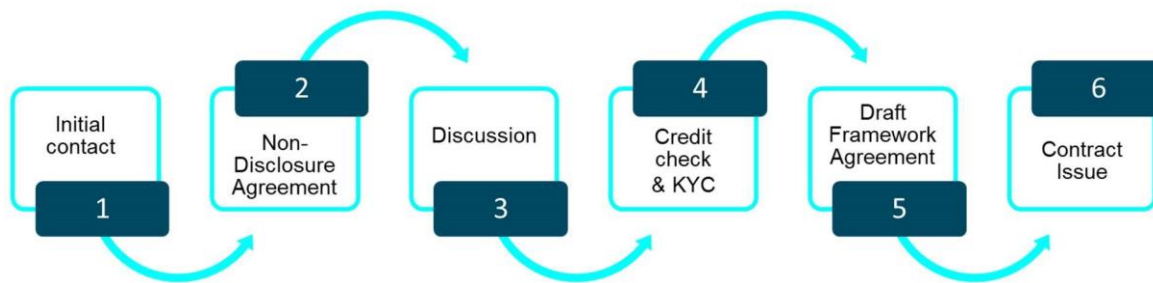


Figure 1 – Wholesale onboarding process

Step 1 Initial contact:

Following receipt of an initial contact or enquiry form (Annex 1) to become a wholesale partner, via the connectgb.co webpage or wholesale email address. CGB will acknowledge the request and CGB's PAM Team will make contact and assist RSPs throughout the onboarding process. Using the published documentation on the CGB website, initial discussions will be undertaken on top level expectations to inform suitability for this type of service.

Step 2 Non-Disclosure Agreement (NDA):

The RSP will need to agree and sign a NDA to ensure confidentiality during discussions.

Step 3 Discussion of Requirements

The PAM Team will facilitate discussions to understand an RSP's requirements, expectations, and scope the potential wholesale partnership arrangements.

Step 4 Credit Checks and Know Your Customer (KYC)

CGB will conduct the necessary credit checks and KYC activities to confirm an RSP suitability/eligibility for wholesale connectivity to CGB's network, and to ensure adequate regulatory compliance.

Step 5 Wholesale Framework Agreement (WFA)

The PAM Team will share and review the WFA with the RSP, outline wholesale responsibilities, sources of information, wholesale documentation, timelines, and deliverables.

Step 6 Contract and Go Live

CGB will formally issue the completed WFA for signature, schedule a signing meeting, and following signature the PAM Team will be available to support the RSP with any further clarifications and the wholesale ordering process.

3.0 In Service

Once a RSP has completed the onboarding process, they are able to enjoy the benefits of being a QSB Reseller or a CGB Wholesale Partner, with access to CGB's Wholesale Products, Network and Services.

Wholesale Reference Offer documentation is available via the CGB website (www.connectedgb.co) including; the Wholesale Framework Agreement, Product Specifications, Service Level Agreements, Wholesale Price Lists and other useful documents.

For further information please see the www.connectedgb.co website or get in touch via email at wholesale@connectedgb.co

Annex 1 – Wholesale Partner Enquiry Form

The above form below is available at www.connectedgb.co/partners

The screenshot shows the 'Partnering to power communities. Unleashing high-speed broadband!' form on the Connected GB website. The form is set against a light blue background. It includes a header with the Connected GB logo and navigation links (HOME, ABOUT, PARTNER WITH US, NEWS, LOCATIONS). The main heading is 'Partnering to power communities. Unleashing high-speed broadband!'. Below this, a sub-heading states: 'To find out more about our Wholesale Reference Offer, please complete the form below and a Partner Account Manager will contact you.' The form contains six input fields, each with a label and a red asterisk indicating a required field. The labels are: 'Company Name', 'Company Address', 'Main Contact Name', 'Main Contact Phone Number', 'Main Contact Email Address', and 'Wholesale Services Required'. Each text input field has a placeholder text 'Click or tap here to enter text'. The 'Wholesale Services Required' field is a dropdown menu with a downward arrow icon. A dark blue 'Send Enquiry' button is positioned at the bottom center of the form area.

CONNECTED
A network built for you

HOME ABOUT PARTNER WITH US NEWS LOCATIONS

Partnering to power communities. Unleashing high-speed broadband!

To find out more about our Wholesale Reference Offer, please complete the form below and a Partner Account Manager will contact you.

Company Name *

Company Address *

Main Contact Name *

Main Contact Phone Number *

Main Contact Email Address *

Wholesale Services Required *

Send Enquiry