

[Date]

Whangarei Local Fibre Company Limited

28 Mt Pleasant Road

Raumanga

Whangarei 0110

[Name]

Private Bag 9018

[RSP Name]

Whangarei Mail Centre

[RSP Address]

Whangarei 0148

Phone 0800 667 847

Dear [Name of recipient]

www.northpowerfibre.co.nz

### Wholesale Services Agreement - Marketing Support

In November 2011 Whangarei Local Fibre Company Ltd trading as Northpower Fibre (**WLFC**) published its UFB Reference Offer (**Reference Offer**).

WLFC and [RSP NAME] have signed the Northpower Fibre UFB Services Agreement version 1.0 (**WSA**) which forms part of the Reference Offer, and have agreed to amend the WSA as set out in this letter agreement.

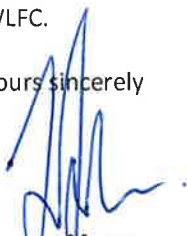
WLFC and [RSP NAME] agree that for any Bitstream 2, Bitstream 3 and Bitstream 3A Services for residential, business and schools (each a **GPON Service**) ordered by [RSP NAME] between 25<sup>th</sup> February 2013 and 22 April 2013, which is available at the relevant premises at the date of [RSP NAME] order (or that will be available at those premises by 22 April 2013) and which has been accepted by WLFC:

- (a) WLFC will provide [RSP NAME] with marketing support of \$50 per new connection;
- (b) The terms of WLFC's Residential Installation Offer (published on its website on 12<sup>th</sup> February 2013) will apply to any residential connections; and
- (c) The Minimum Service Term will be waived for each GPON Service and no early termination charges will apply if that GPON Service is terminated at any subsequent point in time, provided that [RSP NAME] provides WLFC with 20 Business Days' notice of any Relinquishment or Transfer Service Request.

The terms set out in this letter prevail in the event of a conflict with the terms of the WSA. Except as expressly amended in this letter, all of the provisions of the WSA apply to the parties. Capitalised terms used in this letter have the meaning given in the WSA, unless otherwise defined.

Please confirm your acceptance of these terms and conditions by signing below and returning a copy of this letter to WLFC.

Yours sincerely



**Darren Mason**  
Chief Executive Officer  
Whangarei Local Fibre Company Ltd

Agreed for and on behalf of [RSP Name]

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[Name]  
[Position]  
[Date]