



Addendum to BROTSoLL NGLL

Repricing NGLL Services

Approved by the BIPT on 08/01/2020

Sensitivity: **Unrestricted**

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1 Purpose of the addendum

The present addendum describes a new pricing and an extra 6-years discount for the NGLL service.

2 Scope and planning

This addendum is applicable to the Proximus Reference Offer for Terminating Segment of Leased Lines (BROTSoLL), limited to the Next Generation Leased Line (NGLL).

The present addendum has been communicated to the BIPT in order to enter into application as of 01/01/2020.

3 Operational Impact

3.1 Pricing

The new prices for the NGLL services communicated in this addendum will be of application for all new NGLL lines. As of the date of application described in chapter 2 of this addendum these new prices will be implemented in the Proximus billing systems for all new NGLL lines.

The new prices for the NGLL services communicated in this addendum are also of application for existing NGLL lines, in the following cases:

- Upgrade of line to a higher bandwidth
- Renewal of contract

4 Impact on the regulated offers

4.1 Adaptations to the BROTSOLL NGLL documents

The sections of the NGLL Reference Offer documents that are impacted by this addendum are indicated in the subsequent paragraphs (changes are highlighted in **green**).

These adaptations refer to version 4 of the BROTSOLL NGLL Reference Offer (version approved by BIPT on 16/02/2018), and the addendum "New CPE for NGLL" (approved by BIPT on 01/02/2019), published on Proximus website, at

https://www.proximus.be/wholesale/en/id_brotsoll/public/connectivity/regulated-services/brotsoll.html

4.1.1 BROTSoLL – Main Body

In section 7.2 “Service and Bandwidth available”

OLO Aggregation Point:

Table 1: Available bandwidth and service for OLO aggregation point

<u>Bandwidth</u>	<u>Access</u>
100Mbps	Fiber
200Mbps	Fiber
300Mbps	Fiber
400Mbps	Fiber
500Mbps	Fiber
600Mbps	Fiber
700Mbps	Fiber
800Mbps	Fiber
900Mbps	Fiber
1Gbps	Fiber
2Gbps [‡]	Fiber
5Gbps [‡]	Fiber
10Gbps	Fiber

End-Customer site:

Table 2: Available bandwidth and service for End-Customer site

<u>Bandwidth</u>	<u>Access</u>
2Mbps	Copper or Fiber
4Mbps	Copper or Fiber
6Mbps	Copper or Fiber
8Mbps	Copper or Fiber
10Mbps	Copper or Fiber

[‡] These profiles will be available as of 01/11/2020. Proximus might postpone this date in order to guarantee the quality of the deliverables

20Mbps	Copper or Fiber
30Mbps	Fiber
40Mbps	Fiber
50Mbps	Fiber
60Mbps	Fiber
70Mbps	Fiber
80Mbps	Fiber
90Mbps	Fiber
100Mbps	Fiber
200Mbps	Fiber
300Mbps	Fiber
400Mbps	Fiber
500Mbps	Fiber
600Mbps	Fiber
700Mbps	Fiber
800Mbps	Fiber
900Mbps	Fiber
1Gbps	Fiber
2Gbps ²	Fiber
5Gbps ²	Fiber
10Gbps ²	Fiber

² These profiles will be available as of 01/11/2020. Proximus might postpone this date in order to guarantee the quality of the deliverables

4.1.2 BROTSoLL - Annex 4 “NGLL Pricing”

In section 1.2 “Rental fee”, paragraph 1.2.1.1 “Aggregation point Customer-sited (outside Proximus building)”

Table 1. Monthly Rental Charges for NGLL Customer-Sited Aggregation Points on Ethernet Fiber Access Non-secured

Bandwidth	MRC
100 Mbps	600.00 €
	433.00 €
200 Mbps	696.00 €
	563.00 €
300 Mbps	791.00 €
	654.00 €
400 Mbps	887.00 €
	745.00 €
500 Mbps	935.00 €
	836.00 €
600 Mbps	983.00 €
	888.00 €
700 Mbps	1.031.00 €
	940.00 €
800 Mbps	1.079.00 €
	991.00 €
900 Mbps	1.103.00 €
	1.043.00 €
1 Gbps	1.127.00 €
	1.095.00 €
2 Gbps ¹	1.518.00 €
5 Gbps ¹	1.813.00 €
10 Gbps	2.494,30 €
	2.293.00 €

¹ These profiles will be available as of 01/11/2020. Proximus might postpone this date in order to guarantee the quality of the deliverables

In Section 1.2 “Rental fee”, paragraph 1.2.2 “End-Customer Site”

End-customer site Fiber

Table 2: Monthly Rental Charges for NGLL End-customer Sites on Ethernet Fiber Access Non-secured

Ethernet fiber Non-secured	Bandwidth	MRC
10M	2 Mbps	251,00 € 145,00 €
	4 Mbps	298,00 € 182,00 €
	6 Mbps	346,00 € 218,00 €
	8 Mbps	394,00 € 254,00 €
	10 Mbps	442,00 € 290,00 €
100M	10	442,00 € €
	20 Mbps	460,00 € 327,00 €
	30 Mbps	478,00 € 341,00 €
	40 Mbps	496,00 € 356,00 €
	50 Mbps	513,00 € 370,00 €
	60 Mbps	531,00 € 382,00 €
	70 Mbps	549,00 € 395,00 €
	80 Mbps	567,00 € 408,00 €
	90 Mbps	585,00 € 420,00 €
	100	600,00 €

Ethernet fiber Non-secured	Bandwidth	MRC
1G	100 Mbps	600,00 € - 433,00 €
	200 Mbps	696,00 € - 563,00 €
	300 Mbps	791,00 € - 654,00 €
	400 Mbps	887,00 € - 745,00 €
	500 Mbps	935,00 € - 836,00 €
	600 Mbps	983,00 € - 888,00 €
	700 Mbps	1.031,00 € - 940,00 €
	800 Mbps	1.079,00 € - 991,00 €
	900 Mbps	1.103,00 € - 1.043,00 €
	1 Gbps	1.127,00 € - 1.095,00 €
	2 Gbps ²	1.518,00 €
	5 Gbps ²	1.813,00 €
	10 Gbps ²	2.293,00 €

End-customer site EFM (copper)

Table 3 Monthly Rental Charges for NGLL End-customer Sites on EFM Access Non-secured

EFM Access Non-secured	Bandwidth	MRC
	2 Mbps	251,00 € - 145,00 €
	4 Mbps	298,00 € - 182,00 €
	6 Mbps	346,00 € - 218,00 €
	8 Mbps	394,00 € - 254,00 €
	10 Mbps	442,00 € - 290,00 €
	20 Mbps	460,00 € - 327,00 €

² These profiles will be available as of 01/11/2020. Proximus might postpone this date in order to guarantee the quality of the deliverables

In Section 1.3 “Volume & Duration Discounts”

The NGLL line must remain in force for a minimum one year duration as of either its installation date if the line is totally new or the date of its administrative change if the line has been migrated from another contract to NGLL.

Volume discounts are granted according to the table below when the number of NGLL lines is reached (EOY).

Extra duration discounts are granted for the lines that are part of a 3-years or a 6-years contract. The “3 years discounts” and “6-years discounts” are calculated on the net price taking into account the eventual volume discounts.

Ex: 12% discount will be granted on the total installed NGLL lines when this total is between 500 and 600 lines (EOY). An extra 11% discount (X€ * 88% * 89%) will be granted on the lines being part of a 3-years contract. An extra 22% discount (X€ * 88% * 78%) will be granted on the lines being part of a 6-years contract.

# NGLL	0	100	200	300	400	500	600	700	800	900	1000
Volume discounts	0%	5%	8%	10%	11%	12%	13%	14%	15%	16%	17%
3 years discounts	5%	5%	5%	10%	10%	11%	12%	12%	12%	12%	12%
6-years discount	10%	10%	10%	20%	20%	22%	24%	24%	24%	24%	24%

At the end of the 3-years or 6-years term, the discount grid remains applicable as long as the concerned line is maintained and the volume (# NGLL) is reached.

In case of early termination of a line, a penalty fee will be calculated:

- If the any line (standard or 3-years contract) is terminated during the first year, 100% of the amounts payable by the Customer at standard rates for the order that has been terminated, starting from the termination date until the first anniversary of the activation date of the concerned order.
- Moreover, if a 3-years or 6-years contract line is terminated before the term of 3-years agreed upon term, reimbursement of any undue received discounts will be billed following a recalculation of the prices based on the actual term for which the line was provided.

In Section 2.2 “Rental fee”

The rental fee of the CPE is included in the NGLL rental fee both for the OLO aggregation point and for End-customer sites :

As availability of CPEs can change in the future the currently proposed model can be replaced in the future with an equivalent model. These CPEs will be used today :

- OLO aggregation point Customer-sited or Proximus sited :
 - o Up to 1Gbps:
 - OneAccess 1646: Gigabit RJ45 port or SFP Gigabit Ethernet (multimode or single-mode); AC power
 - ME 3400E-24TS-D LAN: Gigabit RJ45 port or SFP Gigabit Ethernet (multimode or single-mode); DC Power
 - ME 3400EG-2CS-A LAN: Gigabit RJ45 port or SFP Gigabit Ethernet (multimode or single-mode); AC Power
 - o For 10Gbps:
 - ASR-920-12CZ-A/D - LAN: SFP 10Gigabit Ethernet (multimode or single-mode); AC or DC power
- OLO aggregation point Proximus-sited :
 - o Up to 1Gbps:
 - OneAccess 1646: Gigabit RJ45 port or SFP Gigabit Ethernet (single-mode); AC power
 - ME 3400E-24TS-D LAN: Gigabit RJ45 port or SFP Gigabit Ethernet (single-mode); DC Power
 - ME 3400EG-2CS-A LAN: Gigabit RJ45 port or SFP Gigabit Ethernet (single-mode); AC Power
 - o For 10Gbps:
 - ASR-920-12CZ-A/D - LAN: SFP 10Gigabit Ethernet (single-mode); AC or DC power
- End-customer sites :
 - o OneAccess 1646: Gigabit RJ45 port or SFP Gigabit Ethernet (multimode or single-mode); AC power
 - o For 10Gbps:
 - ASR-920-12CZ-A/D - LAN: SFP 10Gigabit Ethernet (multimode or single-mode); AC or DC power³
 - o ME 3400E-24TS-D LAN: Gigabit RJ45 port or SFP Gigabit Ethernet (multimode or single-mode); DC Power
 - o ME 3400EG-2CS-A LAN: Gigabit RJ45 port or SFP Gigabit Ethernet (multimode or single-mode); AC Power

Disclaimer: further tests are required to validate that the used CPEs support extreme configurations such as eg 50% Voice QoS on a 1 Gbps or more than 750Mbps Voice QoS on a 10 Gbps NGLL-line.

³ Remote 10Gbps profiles will be available as of 01/11/2020. Proximus might postpone this date or change the used CPE in order to guarantee the quality of the deliverables.