



Addendum to BRUO, BROBA and WBA VDSL2

Clarifications about SNA

Approved by BIPT on 28/06/2018
Sensitivity **Unrestricted**

Table of contents

1. Purpose of the addendum	3
2. Scope & planning of the addendum.....	3
3. Impact and principles	3
3.1 Impact	3
3.2 Principles	3
4. Impact on the regulated offers	9
4.1 Adaptations on BRUO documents	9
4.2 Adaptations on BROBA documents	10
4.3 Adaptations on WBA documents	11

1. Purpose of the addendum

The purpose of the present addendum is to clarify the SNA¹ price setting as currently defined in the Annex 'Pricing, Compensations and Billing' of the BRUO, BROBA & WBA reference offers.

In order to facilitate the understanding of this addendum, Proximus will hereby remind and expand upon the four (4) SNA types as set out in the Annex 'Planning & Operations' of these reference offers.

This addendum does therefore introduce no new feature nor process and Beneficiaries may carry on using the services as they currently do.

2. Scope & planning of the addendum

This addendum is applicable to the BRUO, BROBA and WBA VDSL2 reference offers and has been communicated to the BIPT in order to become effective as soon as possible.

3. Impact and principles

3.1 Impact

The present addendum only brings some clarifications in the Annex 'Pricing, Compensations and Billing' of the reference offers and does not change the implementation of the BRUO, BROBA and WBA services. There is therefore no operational impact for the Beneficiary. The current SNA terms and conditions remain applicable.

3.2 Principles

In a nutshell, the BRUO, BROBA and WBA reference offers notably set out the terms and conditions under which Proximus will perform Small Network Adaptations (SNA) by means of (i) installing a new introduction cable, i.e. connecting an NTP in the End-User's building/Living Unit to a pair in the nearest possible distribution cable in the street or (ii) intervening on an existing introduction cable and/or distribution pair.

¹ SNA stands for Small Network Adaptations.

This part of the present addendum aims at reminding and expanding upon the different SNA types as executed by a team of splicers in the day-to-day operations.

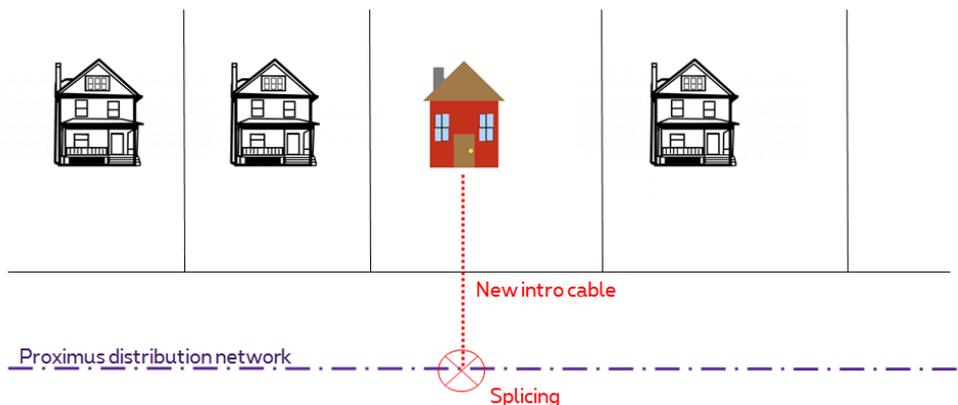
In order to facilitate the understanding of this addendum, Proximus kindly invites the reader to correctly acknowledge the differences between the four (4) broad SNA solutions as set out in the prevailing version of the 'Planning & Operations' Annex of the BRUO, BROBA and WBA reference offers and repeated below.

With the aim of reflecting the variety of the technical splicing work involved for each of the 4 SNA types/solutions, the latter are divided hereunder into different sub-types or variants. For the avoidance of doubt, these variants will also be documented in the new 'MSO/ServiceNow' reference offers which are currently under preparation.

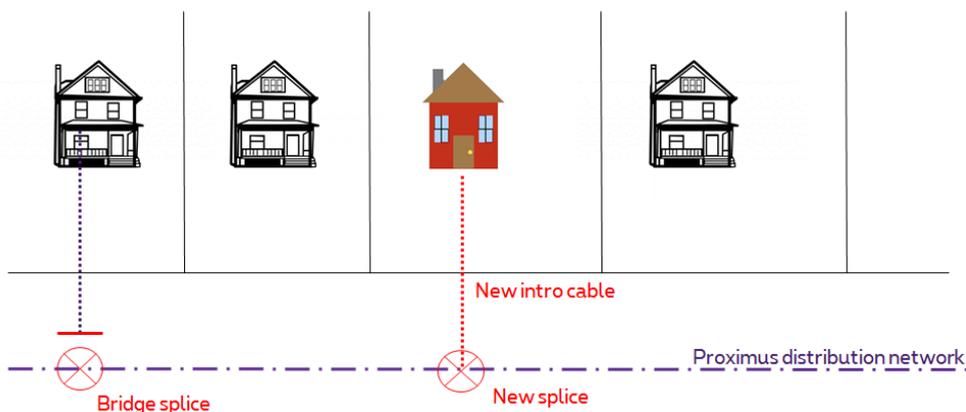
SNA type 1 - Realization of a new introduction in the building/Living Unit of the Beneficiary's End-User

Two sub-types or variants (1A & 1B) can be distinguished as the splicing work will be different:

SNA TYPE 1A



SNA TYPE 1B

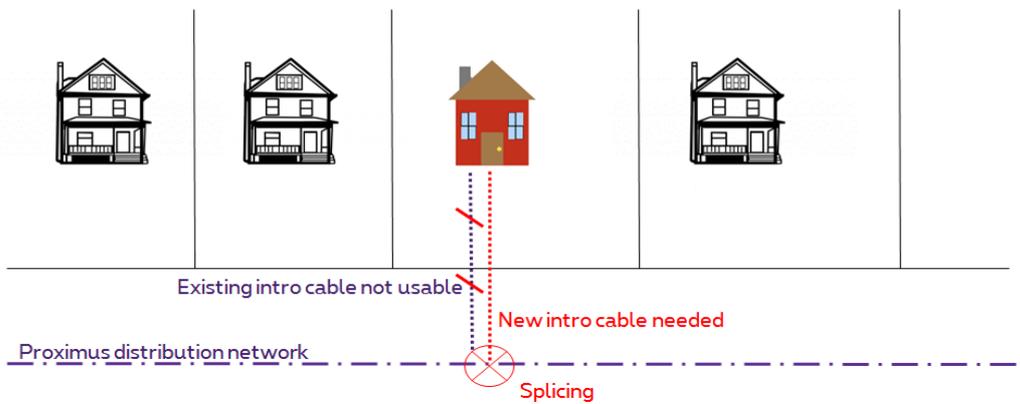


For the sake of clarity, the price setting currently defined in the BRUO, BROBA and WBA reference offers does not take into account the fact that two (2) pits – as e.g. illustrated in the ‘SNA type 1B’ figure here-above – are executed in a certain number of cases. Such SNA variant (i.e. a new splice with in addition a bridge splice aiming at recuperating freed up capacity) is however relatively frequent in the Brussels region.

As further documented, other SNA (sub-)types might also require 2 pits. Reference is made to the SNA (sub-)types 3C & 4 hereafter.

SNA type 2 - Renewal of the introduction in the building/Living Unit of the Beneficiary’s End-User

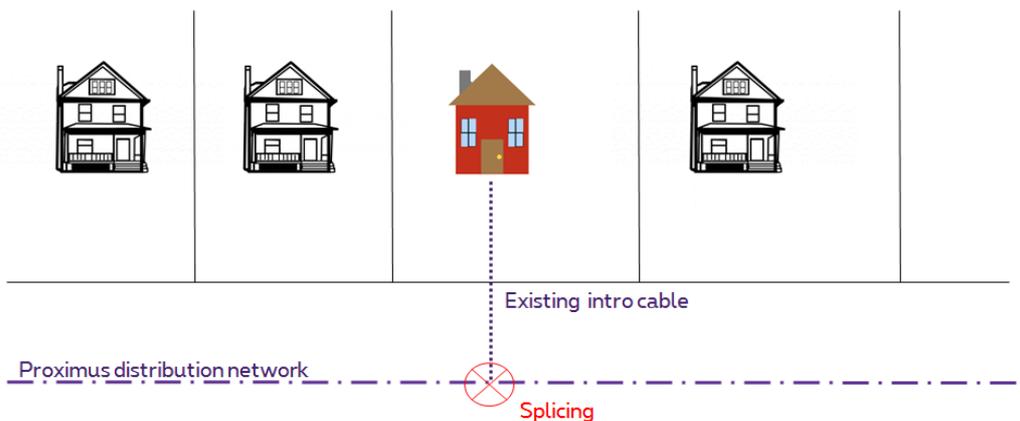
SNA TYPE 2



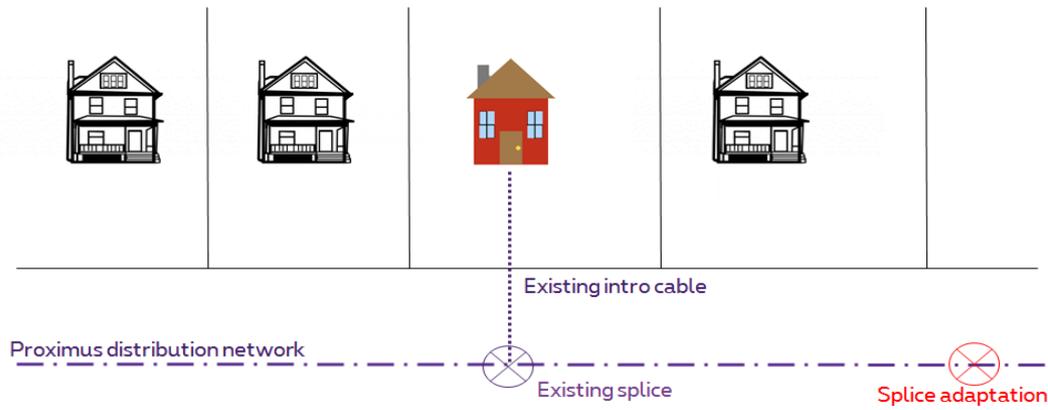
SNA type 3 - Splicing additional pairs in the existing introduction splice of the building/Living Unit of the Beneficiary’s End-User

Five sub-types or variants (3A, 3B, 3C, 3D & 3E) can be distinguished as the splicing work will be different:

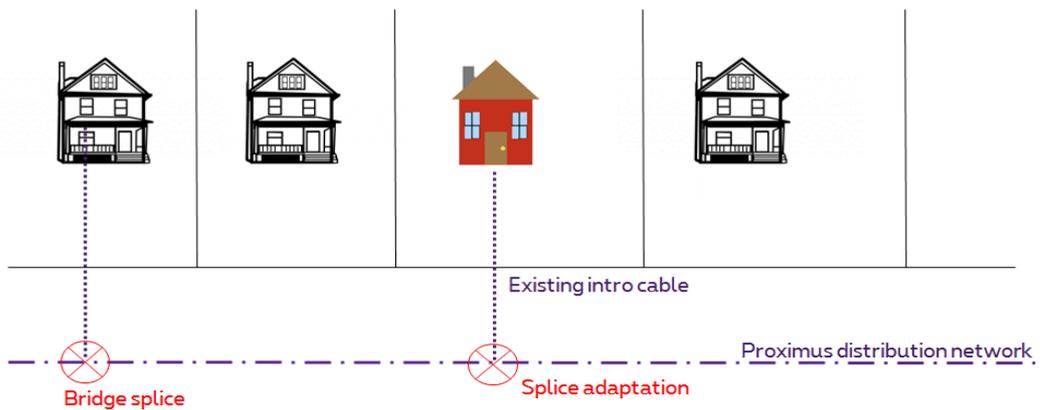
SNA TYPE 3A



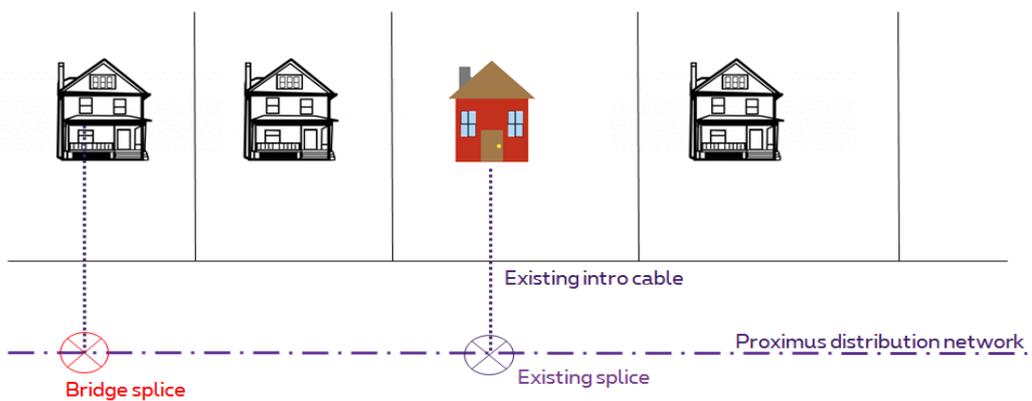
SNA TYPE 3B



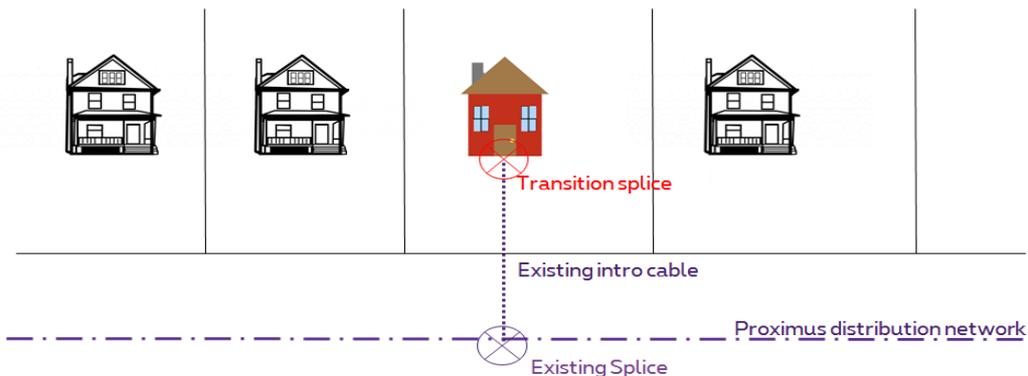
SNA TYPE 3C



SNA TYPE 3D



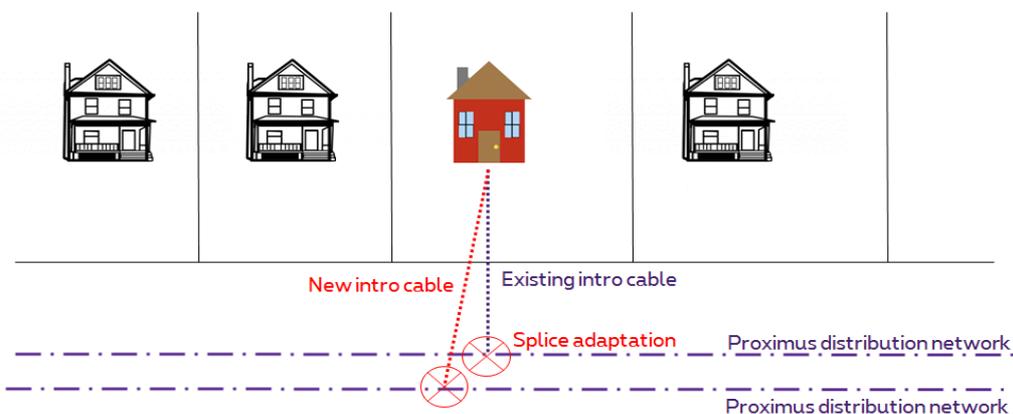
SNA TYPE 3E



For the sake of clarity, a transition splice consists in indoor splicing without digging work (contrary to the other SNA types or variants) to extend the introduction while, as already mentioned above, a bridge splice (also referred to as bridging or “pontage”) entails the recuperation of freed up capacity.

SNA type 4- Moving existing introduction from an existing Distribution Cable to another existing Distribution Cable.

SNA TYPE 4



For the sake of clarity, this SNA type requires two (2) pits or, in some cases, one (1) enlarged pit on the public domain.

The above figures illustrate that the splicing work involved for the 4 SNA types as set out in the prevailing version of the BRUO, BROBA and WBA reference offers can vary according to the situation encountered

in the field. They also help understand that in some cases and contrary to preconceived ideas, the End-User might not notice that splicing work has effectively been executed. In this regard, reference is made to the SNA variants 3B, 3D and 3E here-above.

For the avoidance of doubt, Proximus underlines that an SNA always entails at least one technical splicing task, whether with digging work (all cases except variant 3E and up to max. 2 pits) or without digging work (variant 3E) on the public domain.

The SNA fee is based on a cost model of 2007 and aims (or should aim) as much as possible at covering the above-illustrated SNA types/variants. In this framework and also taking into account the additional legal obligations (such as the authorisations and plans requests) imposed by the competent authorities on Proximus with respect to the execution of the Small Network Adaptations, an updated SNA cost model was submitted to the BIPT in 2012 and 2016. These SNA cost models have not (yet) been approved by the BIPT.

Given that the current contract concluded by Proximus with outsourcing splicing companies is targeted to be replaced in Q4 2018 by a new contract, the SNA price setting as currently defined in the reference offers may have to be reviewed in this period for purposes of conformity and coherence.

4. Impact on the regulated offers

The sections of the BRUO, BROBA and WBA VDSL2 reference offers which are impacted by this Addendum are highlighted in yellow hereunder.

4.1 Adaptations on BRUO documents

The sections of the BRUO offer's Annex H which are impacted by this Addendum are indicated in the subsequent paragraphs. Those adaptations refer to the consolidated version of the BRUO (version 14) as published on the Proximus Wholesale website, at http://www.proximuswholesale.be/en/id_bruo/public/access/regulated-services/bruo.html.

BRUO Annex H – Pricing and Compensations

In section 1.2.1.9 'Small Network Adaptations'

Add the sub-section 1.2.1.9.3 which will precede the sub-section about works on the private domain:

1.2.1.9 Small Network Adaptations

1.2.1.9.1 Small Network Adaptations (detected during the order provisioning)

32. In case Proximus needs to perform additional work, also called Small Network Adaptation, both the SNA and the installation of the line will in any case be performed by Proximus according to the terms and definitions as defined in this Offer. The following fee will apply in surplus of the activation fee, relevant to an installation by Proximus.

	Price
Small Network Adaptations	€441,66

1.2.1.9.2 Small Network Adaptations (detected during repair)

33. In case Proximus needs to perform additional work, also called Small Network Adaptations, during repair, the following fee will apply for trouble tickets consecutive to DIY or Certified Technician installations. This fee is only applicable under the conditions established in section "SNA and Splicing Interventions (detected during repair)" of BRUO Annex E – "Planning & Operations".

	Price
Small Network Adaptations	€441,66

34. In case Proximus needs to perform additional work, also called Small Network Adaptation, during repair, for trouble tickets consecutive to TELECOM installation, SNA will be free of charge for the Beneficiary.

1.2.1.9.3 Scope and applicability of the Small Network Adaptations fee

35. The price of €441,66 is based on a cost model reviewed by the BIPT in a decision of 2007 and is a weighted average cost of different SNA solutions entailing at least one technical splicing task, whether with or without digging work on the public domain.

36. It therefore does not include the additional costs incurred by Proximus after 2007 such as, but not limited to, the extra legal and practical requirements imposed by the competent authorities on Proximus to coordinate, inform, request authorization, program and secure the splicing work on the public domain.

37. Proximus will charge the above price of €441,66 irrespective of which SNA solution, as documented in the 'Planning & Operations' Annex, was executed. For the sake of clarity, Proximus will not charge the above price in case no technical splicing task was executed.

4.2 Adaptations on BROBA documents

The sections of the BROBA offer's Annex 6 which are impacted by this Addendum are indicated in the subsequent paragraphs. Those adaptations refer to the consolidated version of the BROBA offer (version 19) as published on the Proximus Wholesale website, at http://www.proximuswholesale.be/en/id_broba/public/access/regulated-services/broba.html.

BROBA ADSL & SDSL Annex 6 – Pricing, Compensations and Billing

In section 2.3.1.17 'Small Network Adaptations (ADSL and SDSL)'

Add the sub-section 2.3.1.17.3 which will precede the sub-section about works on the private domain:

2.3.1.17 Small Network Adaptations (ADSL and SDSL)

2.3.1.17.1 Small Network Adaptations (detected during the order provisioning)

64 In case Proximus needs to perform additional work, also called Small Network Adaptations, both the Small Network Adaptations and the installation of the line will always be performed by Proximus, according to the terms and definitions as defined in this Offer. The following fee will apply in surplus of the Activation fee relevant to an installation by Proximus.

	Price
Small Network Adaptations	€441,66

2.3.1.17.2 Small Network Adaptations (detected during repair)

65 In case Proximus needs to perform additional work, also called Small Network Adaptations, during repair, the following fee will apply for trouble tickets consecutive to DIY or Certified Technician installations. This fee is only applicable under the conditions established in section “SNA and Splicing Interventions (detected during repair)” of BROBA ADSL -SDSL Annex 4 – “Planning & Operations”.

	Price
Small Network Adaptations	€441,66

66 In case Proximus needs to perform additional work, also called Small Network Adaptation, during repair, for trouble tickets consecutive to TELECOM installation, SNA will be free of charge for the Beneficiary.

2.3.1.17.3 Scope and applicability of the Small Network Adaptations fee

67. The price of €441,66 is based on a cost model reviewed by the BIPT in a decision of 2007 and is a weighted average cost of different SNA solutions entailing at least one technical splicing task, whether with or without digging work on the public domain.

68. It therefore does not include the additional costs incurred by Proximus after 2007 such as, but not limited to, the extra legal and practical requirements imposed by the competent authorities on Proximus to coordinate, inform, request authorization, program and secure the splicing work on the public domain.

69. Proximus will charge the above price of €441,66 irrespective of which SNA solution, as documented in the ‘Planning & Operations’ Annex, was executed. For the sake of clarity, Proximus will not charge the above price in case no technical splicing task was executed.

4.3 Adaptations on WBA documents

The sections of the WBA offer’s Annex 5 which are impacted by this Addendum are indicated in the subsequent paragraphs. Those adaptations refer to the consolidated version of the WBA VDSL2 offer (version 15) as published on the Proximus Wholesale website, at http://www.Proximuswholesale.be/wholesale/en/jsp/dynamic/product.jsp?dcrName=nws_wba_vdsl2.

WBA Annex 5 – Pricing, Compensations & Billing

In section 2.3.3.6 ‘Small Network Adaptations’

Add the sub-section 2.3.3.6.3 which will precede the sub-section about works on the private domain:

2.3.3.6 Small Network Adaptations

2.3.3.6.1 Small Network Adaptations (detected during the order provisioning)

52. In case Proximus needs to perform additional work, also called Small Network Adaptations, both the Small Network Adaptations and the installation of the line will always be performed by Proximus, according to the terms and definitions as defined in this Offer. The following fee will apply in surplus of the Activation fee, relevant to an installation by Proximus.

	Price
Small Network Adaptations	€447,63

2.3.3.6.2 Small Network Adaptations (detected during repair)

53. In case Proximus needs to perform additional work, also called Small Network Adaptations, during repair, the following fee will apply for trouble tickets consecutive to DIY or Certified Technician installations. This fee is only applicable under the conditions established in section “SNA and Splicing Interventions (detected during repair)” of WBA Annex 3 – “Planning & Operations”.

	Price
Small Network Adaptations	€447,63

54. In case Proximus needs to perform additional work, also called Small Network Adaptation, during repair, for trouble tickets consecutive to TELECOM installation, SNA will be free of charge for the Beneficiary.

2.3.3.6.3 Scope and applicability of the Small Network Adaptations fee

55. The price of €447,63 is based on a cost model reviewed by the BIPT in a decision of 2007 and is a weighted average cost of different SNA solutions entailing at least one technical splicing task, whether with or without digging work on the public domain.

56. It therefore does not include the additional costs incurred by Proximus after 2007 such as, but not limited to, the extra legal and practical requirements imposed by the competent authorities on Proximus to coordinate, inform, request authorization, program and secure the splicing work on the public domain.

57. Proximus will charge the above price of €447,63 irrespective of which SNA solution, as documented in the ‘Planning & Operations’ Annex, was executed. For the sake of clarity, Proximus will not charge the above price in case no technical splicing task was executed.

--- End of the document ---