

STANDARD PRICING TABLE

Optus Business Link Service

This Standard Pricing Table forms part of Optus’ Standard Form of Agreement pursuant to the Telecommunications Legislation.

This Standard Pricing Table for the following Service Options comprises the following appendices:

- **Appendix 1 – ELink+ – Standard Pricing Table**
- **Appendix 2 – WaveLink – Standard Pricing Table**
- **Appendix 3 – ELink – Standard Pricing Table**
- **Appendix 4 – BroadLink – Standard Pricing Table**

APPENDIX 1 – ELINK+ SERVICE OPTION:

(STANDARD PRICING TABLE)

Optus will only supply the Optus ELink+ Service Option at the rates set out in the Standard Pricing Tables below or in your Application for each service if you choose a Committed Term of at least twelve months (unless otherwise agreed).

Pricing for Optus ELink+ includes:

- (a) standard fixed charges, such as establishment and relocation charges and charges for changes as set out below;
- (b) Monthly Recurring Charges as set out below or where we have agreed different charges, the charges that are set out in your Application;
- (c) Cancellation Fees and other charges that are set out in your Agreement the Business Link Services Service Description; and
- (d) any other charges that may be notified to or agreed with you by Optus for additional services.

1. ESTABLISHMENT / INSTALL AND RELOCATION CHARGE

- 1.1 The Establishment Charge is the initial charge payable for installing the Service which is payable upon installation (also known as an Install Charge on your Application). The Relocation Charge is the charge payable for relocating an existing Service from one location to another.
- 1.2 Establishment and Relocation Charges are subject to extra charges if additional work is required to install the Service, subject to a special agreement in writing signed by both parties.

ELink+	Charges (excl GST)
Service Installation / Relocation Charge (per Service)	\$8,000

Establishment and Relocation charges for non-standard services will be provided on application.

2. SERVICE CHANGE CHARGE

Change Type	Description	Charges (Excl GST)
Simple change	Change to an existing service that can be performed remotely (no change to hardware, no site visit required) and are part of the standard product feature set, ie. do not require any customisation. Examples include: - Bandwidth upgrade/downgrade*	\$500
Complex change	Change to an existing service requiring a site visit (including hardware change, but not requiring any customisation)	\$8,000
Customised changes	Changes requiring customisation in standard product as agreed by both parties	POA

* If you downgrade a service, the new monthly recurring charge will be notified to you by Optus which may be an amount up to, but not exceeding 100% of the originally contracted

monthly recurring charge (including any charge in respect of the Service Interface) for the period of the downgrade until the expiry of the Committed Term.

3. MONTHLY RECURRING CHARGES

3.1 A monthly recurring charge is payable as set out in your Application. The calculation of monthly recurring charge may depend on:

- (a) the speed (for example, 50M/50M or 1G/1G);
- (b) the location of each Site address and the distance between each end of the Service (which may be in Metro or Regional areas);
- (c) service options such as BurstXpress and BurstXpress Ultimate;

among other things.

We have set out our standard monthly recurring charges for commonly requested Services below, but your pricing will be set out in your Application, after you agree with our quotation.

3.2 On expiry of the Committed Term or Special, Optus may end the pricing set out in the Application or Special on 30 days' written notice and reserves the right to adjust your charges by multiplying the last applicable full Monthly Recurring Charge (excluding any one-off adjustments) x 175% until we agree a new Application.

3.3 Standard Monthly Recurring Charges

To the extent your required configurations are not set out below, we will provide you with a quotation and agree the charges in an Application.

Access Speed (Mbps)	CBD & Metro	Bris/Can Bris/Syd Can/Mel Can/Syd Mel/Syd	Adel/Mel Bris/Mel	Adel/Bris Adel/Can Adel/Per Adel/Syd	Bris/Per Can/Per Mel/Per Per/Syd
	\$MRC (ex GST)	\$MRC (ex GST)	\$MRC (ex GST)	\$MRC (ex GST)	\$MRC (ex GST)
50/50	\$1,130	\$1,210	\$2,335	\$3,080	\$3,915
100/100	\$1,440	\$1,530	\$2,955	\$3,900	\$4,950
500/500	\$2,285	\$2,355	\$4,545	\$5,995	\$7,615
1000/1000	\$2,540	\$2,825	\$5,450	\$7,195	\$9,140

APPENDIX 2– WAVELINK SERVICE OPTION:

(STANDARD PRICING TABLE)

Optus will only supply the Optus WaveLink Service Option at the rates set out in the Standard Pricing Tables below or in your Application for each service if you choose a Committed Term of at least twelve months (unless otherwise agreed).

Pricing for Optus WaveLink includes:

- (a) standard fixed charges, such as establishment and relocation charges and charges for changes as set out below;
- (b) Monthly Recurring Charges as set out below or where we have agreed different charges, the charges that are set out in your Application;
- (c) Cancellation Fees and other charges that are set out in your Agreement; and
- (d) any other charges that may be notified to or agreed with you by Optus for additional services.

1. ESTABLISHMENT / INSTALL AND RELOCATION CHARGE

- 1.1 The Establishment Charge is the initial charge payable for installing the Service which is payable upon installation (also known as an Install Charge on your Application). The Relocation Charge is the charge payable for relocating an existing Service from one location to another.
- 1.2 Establishment and Relocation Charges are subject to extra charges if additional work is required to install the Service, subject to a special agreement in writing signed by both parties.

WaveLink	Charges (excl GST)
Service Installation / Relocation Charge (per Service)	\$20,000

Establishment and Relocation charges for non standard services will be provided on application.

2. SERVICE CHANGE CHARGE

Change Type	Description	Charges (Excl GST)
Simple change	Change to an existing service that can be performed remotely (no change to hardware, no site visit required) and are part of the standard product feature set, ie. do not require any customisation. Examples include: - Bandwidth upgrade/downgrade*	n/a
Complex change	Change to an existing service requiring a site visit (including hardware change, but not requiring any customisation)	\$20,000
Customised changes	Changes requiring customisation in standard product as agreed by both parties	POA

* If you downgrade a service, the new monthly recurring charge will be notified to you by Optus which may be an amount up to, but not exceeding 100% of the originally contracted monthly recurring charge (including any charge in respect of the Service Interface) for the period of the downgrade until the expiry of the Committed Term.

3. MONTHLY RECURRING CHARGE

3.1 A monthly recurring charge is payable as set out in your Application. The calculation of monthly recurring charges may depend on:

- (a) the speed and protocol (for example, 1Gb Ethernet LAN, 10Gb Ethernet LAN);
- (b) the location of each Site address and the distance between each end of the Service (which may be in Metro or Regional areas);
- (c) whether the link is path protected,

among other things.

We have set out our standard monthly recurring charges for commonly requested Services below, but your pricing will be set out in your Application, after you agree with our quotation.

3.2 On expiry of the Committed Term or Special, Optus may end the pricing set out in the Application or Special on 30 days' written notice and reserves the right to adjust your charges by multiplying the last applicable full Monthly Recurring Charge (excluding any one-off adjustments) x 175%; and until we agree a new Application.

3.3 Standard Monthly Recurring Charges

To the extent your required configurations are not set out below, we will provide you with a quotation and agree the charges in an Application.

Access Speed and Type	CBD & Metro	B1 Bris/Syd Can/Mel Can/Syd Mel/Syd	B2 Adel/Mel Bris/Can Bris/Mel	B3 Adel/Per Adel/Syd Adel/Can Adel/Bris	B4 Bris/Per Can/Per Mel/Per Per/Syd
	\$MRC (ex GST)	\$MRC (ex GST)	\$MRC (ex GST)	\$MRC (ex GST)	\$MRC (ex GST)
1Gb Ethernet SP-NIP	\$2,240	\$2,590	\$4,590	\$6,480	\$10,590
1Gb Ethernet PP-NIP	\$3,360	\$6,890	\$6,890	\$9,710	\$15,890
10Gb Ethernet SP-NIP	\$3,908	\$7,950	\$14,120	\$22,650	\$37,060
10Gb Ethernet PP-NIP	\$6,000	\$11,950	\$21,180	\$34,000	\$55,590

APPENDIX 3 – E-LINK SERVICE OPTION:

(STANDARD PRICING TABLE)

The Optus E-Link Service Option rates below are subject to a minimum 12 months Committed Term.

1. ONE OFF ESTABLISHMENT/RELOCATION CHARGES

The Establishment Charge is the initial charge payable for installing the Service which is payable upon installation.

Installation / Relocation Charge (per site)	Charges (excl GST)
Bandwidths 2Mbps to 10Mbps	\$4,500
Bandwidths for 1000Mbps	\$9,100

2. E-ACCESS CHARGE – MONTHLY RECURRING CHARGES IN ADVANCE

Bandwidth	Charges (excl GST)
2Mbps to 10Mbps	\$1.200
11Mbps to 100Mbps	\$1.500
101Mbps to 500Mbps	\$2,500
501Mbps to 1000Mbps	\$4.000

3. E-LAN CHARGE – MONTHLY RECURRING CHARGES IN ADVANCE

Mbps	National Band 1		National Band 2		National Band 3		National Band 4		Metro	
	Melb-Adel, Melb-Can Melb-Syd, Syd-Bris Syd-Can		Adel-Perth, Bris-Can Can-Adel, Melb-Bris Syd-Adel		Adel-Bris Melb-Per		Bris-Perth Can-Perth			
	\$/mth Ex GST	\$/mth GST Incl	\$/mth Ex GST	\$/mth GST Incl	\$/mth Ex GST	\$/mth GST Incl	\$/mth Ex GST	\$/mth GST Incl	\$/mth Ex GST	\$/mth GST Incl
2	1001.23	1,101.35	1541.49	1,695.64	2,066.03	2,272.63	2906.00	3,196.60	240.00	264.00
4	1359.95	1,495.94	2093.78	2,303.16	2,806.25	3,086.87	4697.60	5,167.36	471.67	518.84
6	1822.20	2,004.42	2805.47	3,086.01	3,760.10	4,136.11	7179.20	7,897.12	695.00	764.50
8	2278.54	2,506.39	3508.04	3,858.84	6,018.23	6,620.05	9596.80	10,556.48	884.00	972.40
10	3274.74	3,602.21	5251.86	5,777.05	7,207.89	7,928.68	11968.80	13,165.68	910.00	1,001.00
12	3808.13	4,188.94	6107.29	6,718.01	8,381.91	9,220.10	14132.00	15,545.20	1,060.80	1,166.88
14	4334.41	4,767.85	6951.31	7,646.44	9,540.28	10,494.31	15949.00	17,543.90	1,211.60	1,332.76
16	4853.58	5,338.94	7783.94	8,562.34	10,683.02	11,751.32	17765.80	19,542.38	1,352.00	1,487.20
18	5365.66	5,902.22	8605.18	9,465.69	11,810.12	12,991.13	19582.40	21,540.64	1,482.00	1,630.20
20	5870.62	6,457.68	9415.01	10,356.52	12,921.58	14,213.74	21400.00	23,540.00	1,612.00	1,773.20
22	6368.48	7,005.33	10213.46	11,234.80	14,017.40	15,419.13	23000.00	25,300.00	1,721.20	1,893.32
24	6859.23	7,545.16	11000.50	12,100.55	15,097.57	16,607.33	24782.68	27,260.95	1,830.40	2,013.44
26	7342.88	8,077.17	11776.16	12,953.77	16,162.11	17,778.32	26314.77	28,946.25	1,929.20	2,122.12
28	7819.42	8,601.37	12540.41	13,794.45	17,211.01	18,932.11	27836.10	30,619.71	2,017.60	2,219.36
30	8288.86	9,117.75	13293.27	14,622.60	18,244.26	20,068.69	29357.30	32,293.03	2,106.00	2,316.60
32	8751.19	9,626.31	14034.73	15,438.21	19,261.88	21,188.07	30783.20	33,861.52	2,173.60	2,390.96
34	9206.42	10,127.06	14764.80	16,241.28	20,263.86	22,290.24	32222.40	35,444.64	2,241.20	2,465.32
36	9654.54	10,619.99	15483.47	17,031.82	21,250.19	23,375.21	33600.00	36,960.00	2,298.40	2,528.24
38	10095.55	11,105.10	16190.75	17,809.82	22,220.89	24,442.98	35117.60	38,629.36	2,345.20	2,579.72
40	10529.46	11,582.40	16886.63	18,575.29	23,175.95	25,493.54	36642.17	40,306.38	2,392.00	2,631.20
42	10956.26	12,051.89	17571.11	19,328.23	24,115.36	26,526.90	38148.00	41,962.80	2,418.00	2,659.80
44	11375.96	12,513.55	18244.20	20,068.62	25,039.14	27,543.06	39619.55	43,581.51	2,444.00	2,688.40
46	11788.55	12,967.40	18905.90	20,796.49	25,947.28	28,542.01	41040.00	45,144.00	2,459.60	2,705.56
48	12194.03	13,413.43	19556.19	21,511.81	26,839.77	29,523.75	42477.60	46,725.36	2,464.80	2,711.28
50	12592.41	13,851.65	20195.09	22,214.60	27,716.63	30,488.29	43475.11	47,822.62	2,470.00	2,717.00
60	14477.72	15,925.49	23218.66	25,540.53	31,866.31	35,052.94	49914.63	54,906.10	2,940.00	3,234.00
70	16185.39	17,803.93	25957.34	28,553.07	35,624.98	39,187.48	56192.50	61,811.75	3,360.00	3,696.00
100	20242.53	22,266.79	32463.99	35,710.39	44,555.00	49,010.50	73632.59	80,995.85	4,600.00	5,060.00
200	24148.58	26,563.43	38728.31	42,601.14	53,152.42	58,467.66	78953.21	86,848.53	8,600.00	9,460.00
300	36222.86	39,845.15	58092.46	63,901.71	79,728.63	87,701.49	82029.81	90,232.80	11,804.00	12,984.40
500	56598.04	62,257.84	90769.17	99,846.09	121,655.84	133,821.42	135093.90	148,603.29	15,290.60	16,819.66
600	63389.80	69,728.78	101661.47	111,827.62	136,254.54	149,879.99	139939.83	153,933.81	16,308.50	17,939.35
800	79237.51	87,161.26	111661.80	122,827.98	146,254.98	160,880.48	159925.27	175,917.80	17,492.15	19,241.37
1000	81752.72	89,927.99	125866.59	138,453.24	168,696.10	185,565.71	185621.16	204,183.28	22,227.40	24,450.14

APPENDIX 4 – BROAD-LINK SERVICE OPTION:

(STANDARD PRICING TABLE)

The Optus Broad-Link Service Option rates below are subject to a minimum 12 months Committed Term.

1. ONE OFF ESTABLISHMENT/RELOCATION CHARGES

A once-off Establishment Charge applies to the connection, installation and activation of each Individual Service and includes the installation of the following Optus Equipment: a Network Terminating Unit (NTU) (if Optus deems it necessary for the delivery of that Individual Service) and an interface, at each customer location ('**Circuit End**'). This charge will also apply if an Individual Service is relocated.

These charges may be subject to a special agreement with you if additional work is required due to the physical or electro-magnetic conditions at a location where Optus installs an Individual Service.

Table 1 below shows the Establishment/Relocation Charges per Individual Service end for various types of Service.

Table 1: Establishment / Relocation* Charge Per Circuit End (exclusive of GST)

Data Speed	Charge per Circuit End
2M	\$3,200
34M	\$24,000
45M	\$28,000
155M	\$50,000

* Relocation includes relocation within a building and relocation to another site.

2. MONTHLY RECURRING CHARGES

The Monthly Recurring Charges varies by data speed and whether the Individual Service is an **InterCity** or **Non-InterCity Service**. Table 2 shows the Monthly Recurring Charges.

- (a) **InterCity Service** – is a Service between Ends within 40km of the GPO of 2 of the capital cities (Adelaide, Brisbane, Canberra, Darwin, Hobart, Melbourne, Perth, Sydney).
- (b) **Non-InterCity Service** - is a Service with one End within 40km of a capital city (Adelaide, Brisbane, Canberra, Darwin, Hobart, Melbourne, Perth, Sydney).

Table 2: Monthly Recurring Charges Per Service (exclusive of GST)

Data Speed	Non-InterCity	InterCity Service Price Band			
		1	2	3	4
2M	\$1,733	\$6,181	\$8,637	\$11,881	\$13,825
34M	\$12,171	\$67,911	\$97,261	\$130,530	\$151,892
45M	\$13,665	\$72,156	\$103,191	\$138,688	\$161,386
155M	\$36,077	\$194,820	\$278,617	\$374,458	\$464,790

Table 3: Broad-Link Inter-City Route Price Band Table

	Adelaide	Brisbane	Canberra	Darwin*	Hobart*	Melbourne	Perth	Sydney
Adelaide	NA	4	3	4	4	3	4	4
Brisbane	4	NA	3	4	4	3	4	2
Canberra	3	3	NA	4	3	2	4	1
Darwin*	4	4	4	NA	4	4	4	4
Hobart*	4	4	3	4	NA	2	4	3
Melbourne	3	3	2	4	2	NA	4	2
Perth	4	4	4	4	4	4	NA	4
Sydney	4	2	1	4	3	2	4	NA

Note: (*) Only a Service data speed of 2M is supported in Darwin & Hobart.

3. MISCELLANEOUS WORKS CHARGE

At your request, Optus may provide miscellaneous works at its standard rates plus material costs. Miscellaneous works include:

- (a) service for a fault due to any cause external to Optus Equipment or the Optus Network; and
- (b) installation work beyond the Service Delivery Point.

The Optus standard rates for miscellaneous works are set out in Table 4 below:

Table 4: Miscellaneous Works Charge

Miscellaneous Items	Charge
(1) Visit to customer location and first hour of labour	
- during standard business hours	\$100 (excl GST)
- outside standard business hours	\$200 (excl GST)
(2) Additional labour - per 15 minutes	
- during standard business hours	\$15 (excl GST)
- outside standard business hours	\$25 (excl GST)

4. **FEE FOR SERVICE CHARGE (ALL FEES EXCLUDE GST)**

- 4.1 Standard installation charges apply for work done between 8am and 6pm Mondays to Fridays (except for public holidays) (Sydney time). Additional charges apply for installation work requested at other times: being \$200 per person for the first half hour and \$50 per person per half hour thereafter.
- 4.2 Additional charges for maintenance are payable each time a fault report is made where Optus determines that it is not responsible for the fault as it is located on your equipment or facilities. These charges are:
 - (a) for work conducted between 8am and 6pm Mondays to Fridays (except for public holidays) (Sydney time) is: \$100 per person for the first half hour and \$50 per person per half hour thereafter; and
 - (b) for work conducted at other times: \$200 per person for the first half hour and \$50 per person per half hour thereafter.