



WHOLESALE REFERENCE OFFER*

HOW TO BECOME A FIBRUS WHOLESALE CUSTOMER

31ST MARCH 2021

*Fibrus offer wholesale access in areas where public funding has been used to build the Network. Fibrus Networks is currently building the Network to achieve optimal performance and to support future Services. Fibrus Networks will inform you of product availability during the onboarding and ordering process.



How to Become a Fibrus Wholesale Customer

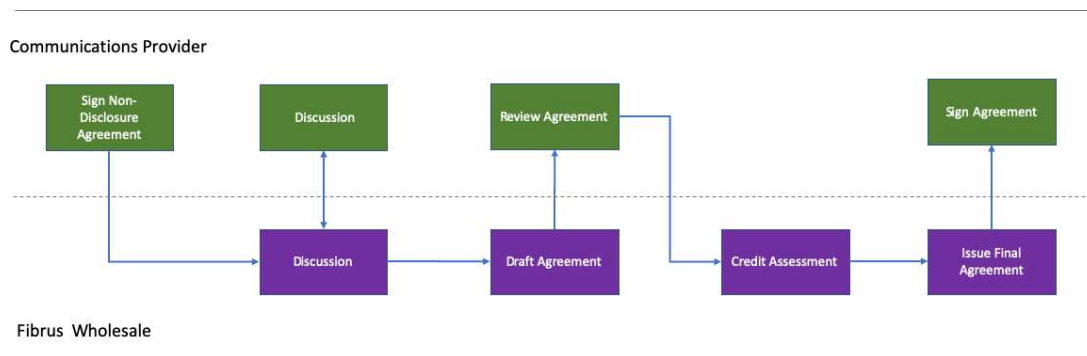
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Introduction

Fibrus offers wholesale access in areas where public funding has been used. Fibrus Wholesale is committed to providing a straightforward process for Retail Service Providers (RSPS) who wish to become wholesale customers. We are enthusiastic about enabling you to access our unrivalled full fibre network in Northern Ireland. We have defined a 5 step process for Operators who wish to partner with Fibrus.

Where appropriate new customers will be required to show evidence of meeting the OFCOM requirement for a Public Electronic Communications Network/Service (PECN/S). We will ask you to provide a high-level description of your business model and product requirements including information regarding the scale of your requirements e.g. forecast information.



5 Step Process

Step 1 – Non-Disclosure Agreement

The first step to becoming a Fibrus Wholesale customer is to sign a Non-Disclosure Agreement.

Step 2 – Discussion

The NDA provides the necessary protections to ensure that we can share appropriate information to commence meaningful discussion on how Fibrus can help your business. It enables us to understand your requirements and how they might impact on Fibrus Wholesale.

Step 3 – Draft Agreement

We will work with you to define the services your business needs and prepare a draft agreement based on shared information and discussions.

Step 4 – KYC and Credit Assessment

As a condition to concluding an agreement with any organisation Fibrus Wholesale will undertake the following checks as a standard and prudent part of the onboarding process:

1. Standard credit checks;
2. RSPs must demonstrate that it is compliant with Ofcom's general conditions of entitlement ([General Conditions of Entitlement - Ofcom](#)) – as is applicable;
3. RSP must demonstrate that it is a communications provider operating with suitable knowledge, skills and good industry practice (including compliance with all applicable laws, regulations and codes) to provide the services to end users and to do so in a manner that doesn't disrupt the wider Network or impact the safety of any person or property; and
4. In relation to Passive Infrastructure products: satisfy Fibrus that these will only be used to provide Public Electronic Communications Services and/or Public Electronic Communications Network (both of which are defined in the Communications Act 2003) and as set out in Ofcom's statement in June 2019.



Step 5 – Contract Issue

Once we have validated company information and completed a credit assessment Fibrus Wholesale will issue the final contract for signature.

Completion

When final contracts are appropriately authorised by both parties Fibrus Wholesale will be ready to begin providing the agreed services to your business.



Contact us now to get started

Please contact our wholesale relationship team at:

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