



# BUSINESS SERVICES AGREEMENT VARIATION

## VARIATION AGREEMENT 16

### YOUR DETAILS

**Name** Data Action Pty Ltd (you or your)  
**ABN** 32 008 102 690  
**Address** Level 3/55 Currie Street, Adelaide SA 5001

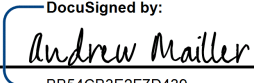
### OUR DETAILS

**Name** Telstra Corporation Limited (ABN 33 051 775 556) (we, us or our)  
**Address for Notices** General Manager, Contract Management  
Locked Bag 6502, Sydney NSW 2001  
**Fax Number** 1300 886 281

- A. The parties entered into a Business Services Agreement for the provision of telecommunication services dated 30 June 2014, as varied (**Agreement**).
- B. The parties agree that from the date this Variation Agreement is signed by the last party, the Agreement will be varied in accordance with the terms of this Variation Agreement. Subject to the variations, the Agreement will continue in full force and effect.
- C. Terms used in this Variation Agreement have the same meaning as terms defined in the Agreement.

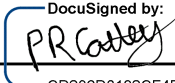
### AGREED BY YOU

Signed for you by your authorised representative:

Signature  Date 29-Nov-2019  
Print Name Andrew Mailler Position Company Secretary

### AGREED BY US

Signed for us by our authorised representative:

Signature  Date 29-Nov-2019  
Print Name Phil Catley Position GM Enterprise & Government SA

The terms of the Agreement are varied as follows:

CLAUSE	VARIATION
Schedule 3 – Data Services	Append the “Business IP Ethernet over nbn™” pricing row set out in Annexure A to this Variation Agreement to “Attachment 1 to Schedule 3”.
Schedule 3 – Data Services	Insert new “Attachment 8 to Schedule 3 - Telstra Business IP – Ethernet Over nbn™ - Price List” set out in Annexure B to this Variation Agreement.

## Annexure A

SERVICES	PRICING								
<p><b>Business IP Ethernet over nbn™</b> is an Internet Protocol based data network solution that is comprised of IP Connectivity and one or more of the following IP WAN standard connections for each site:</p> <ul style="list-style-type: none"><li>Telstra Business IP Ethernet over <b>nbn</b> service is an <b>nbn</b> service and supplied equipment for each site (“Ethernet over <b>nbn</b> site service”)</li></ul>	<table><tr><th>Connection Fee</th><th>For 1 year following the date the last party signs Variation Agreement 16, Price List set out in Att 8 to Sch 3, less</th></tr><tr><td>Business IP Ethernet over nbn™</td><td>100%</td></tr></table>		Connection Fee	For 1 year following the date the last party signs Variation Agreement 16, Price List set out in Att 8 to Sch 3, less	Business IP Ethernet over nbn™	100%			
	Connection Fee	For 1 year following the date the last party signs Variation Agreement 16, Price List set out in Att 8 to Sch 3, less							
	Business IP Ethernet over nbn™	100%							
	<p><b>Conditions:</b></p> <ul style="list-style-type: none"><li>The connection charges above do not include any charges relating to any cabling and any other equipment that is required to connect from the Network Boundary Point to your equipment.</li><li>If you request us to relocate this Business IP connection charges set out in the Price List attached will apply.</li><li>Installation discount applies to standard installations only.</li></ul>								
	<table><tr><th>Monthly Site Service Fee</th><th>Price List set out in Att 8 to Sch 3</th></tr><tr><td>Business IP Ethernet over nbn™ Zone 1 / Zone 2</td><td>40%</td></tr><tr><td>Business IP Ethernet over nbn™ Zone 3</td><td>40%</td></tr><tr><td>Business IP Ethernet over nbn™ Zone 4</td><td>40%</td></tr></table>		Monthly Site Service Fee	Price List set out in Att 8 to Sch 3	Business IP Ethernet over nbn™ Zone 1 / Zone 2	40%	Business IP Ethernet over nbn™ Zone 3	40%	Business IP Ethernet over nbn™ Zone 4
Monthly Site Service Fee	Price List set out in Att 8 to Sch 3								
Business IP Ethernet over nbn™ Zone 1 / Zone 2	40%								
Business IP Ethernet over nbn™ Zone 3	40%								
Business IP Ethernet over nbn™ Zone 4	40%								
<p><b>Conditions:</b></p> <p>No other discounts, special pricing plans or other promotional offers apply.</p>									

## Annexure B

### Attachment 8 to Schedule 3 - Telstra Business IP – Ethernet Over nbn™

#### Installation per site

**Note: This doesn't include the cost of external antenna or building modifications needed for installation, which are POA.**

Site Access Speed	Standard Installation	Monthly Site Service Fees (Data Transfer / DCoS)				
		Zone 1 / 2	Zone 3	Zone 4	Zone 5	Zone 6
Migration offer bandwidths						
128k/128k	\$600	POA	POA	POA	POA	POA
512k/512k	\$600	\$730	\$730	\$900	\$1,800	\$2,400
1M/1M	\$600	\$900	\$930	\$1,200	\$2,400	\$3,200
2M/2M	\$600	\$1,200	\$1,450	\$2,100	\$3,850	\$4,450
Standard offer bandwidths						
5M/5M	\$600	\$1,400	\$1,750	\$2,950	\$5,900	\$6,850
10M/10M	\$600	\$1,500	\$2,350	\$4,300	\$9,800	\$12,100
20M/20M	\$600	\$2,000	\$2,800	\$5,400	\$12,400	\$17,300
30M/30M	\$600	\$2,400	\$3,200	\$6,100	\$14,100	\$19,700
40M/40M	\$600	\$2,800	\$3,400	\$6,600	\$15,400	\$21,500
100M/100M	\$600	\$4,000	\$5,000	\$9,000	\$20,700	\$28,700

Business IP Ethernet over nbn offers a constrained set of symmetric access speeds:

Standard offer bandwidths: 5M/5M, 10M/10M, 20M/20M, 30M/30M, 40M/40M and 100M/100M.

Migration offer bandwidths from E-Lite are: 128k/128k, 512k/512k, 1M/1M and 2M/2M.

Migration offer bandwidths are only applicable for customers within existing contract moving an existing E-Lite copper service to Ethernet over nbn fibre service.

Customers with existing contract adding a new site would have to opt for bandwidths as part of the standard offer.

<b>Relocation</b>	
Internal relocation of the site of your service (relocation within a building)	Fee for service as quoted at time of request
External relocation of the site of your service	\$1500.00 for standard installation & connection Fee for service as quoted at time of installation for non standard installation & connection