

Reference No: EM/34086005/F/PS



Mr Ben Bird  
Halsbury Homes  
Seymour House  
Loddon  
NORWICH  
Norfolk  
NR14 6JD

Energy House  
Woolpit Business Park  
Woolpit, Bury St Edmunds  
Suffolk IP30 9UP  
T 01359 240363  
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09 March 2016

Dear Mr Bird

**PROPOSAL FOR THE PROVISION OF A SUPER-FAST FIBRE OPTIC NETWORK**

***PROJECT: Light Hill, Off Archers Court Road, Whitfield, DOVER, Kent, CT16 3HU with 1250 domestic fibre optic connections with FIRS and free Sky TV\****

Thank you for your enquiry for a Fibre Optic Distribution Network to your development detailed above. Based on the information you have provided I have pleasure in providing you with a proposed contract.

**The net contribution payable by GTC to the Client will be £187,500.00 for the Fibre Optic Distribution Network.**

The net contribution comprises of:

£ Nil Upfront Contribution at contract acceptance by the Client to GTC.

£ 150.00 Contribution for each domestic building at plot connection by GTC to the Client.

Please see the Cost Breakdown Form for a cost per plot price (where applicable)

**This quotation is subject to the enclosed GTC Standard Terms and Conditions (GU-COB-TC-0001) and is valid for a period of 60 days from the date of this letter. If there is any conflict between this quotation and the standard terms and conditions, this quotation takes precedence.**

**Before you progress the proposal it is very important that you read all the documents that make up the contract and in particular GTC Standard Developer Terms and Conditions.**

Important information for your proposed development:

To ensure that your customers moving into your new home can enjoy the maximum benefit from our super fast Fibre Optic Distribution Network we strongly recommend:

- You follow the minimum in-home technical requirements as specified within our Fibre Combined Technical Standards document GF-TGI-IG-0016
- Install RJ45 Cat5e socket adjacent to the Home Hub and wired out to a second socket.
- The second socket should be located within one metre of a power socket and adjacent to the main TV point. This will facilitate broadband connection to a set top box.

## Project Delivery

The tables below show the parts of the Works you ("CL") are responsible for and the parts we ("GTC") are responsible for.

Off Site Connection						
	Materials	Excavate	Backfill	Reinstate	Install	Connect to UNWO
Cable	GTC	GTC	GTC	GTC	GTC	GTC
Ducting	GTC	GTC	GTC	GTC	GTC	GTC

Onsite Convergence Point (Exchange Building)								
	Provide Site	Provide Materials	Construct Building	Install Base	Excavate	Reinstate	Backfill	Install
Equipment Room	CL	CL	CL	CL	N/A	N/A	N/A	N/A
Power	N/A	CL	CL	CL	CL	CL	CL	CL
Electronics	N/A	GTC	N/A	N/A	N/A	N/A	N/A	GTC
Ducting	N/A	GTC	N/A	N/A	CL	CL	CL	CL
Tube Cable/ Ducting	N/A	GTC	N/A	N/A	CL	CL	CL	CL
Fibre	N/A	GTC	N/A	N/A	N/A	N/A	N/A	GTC

On Site Core and Distribution						
	Materials	Excavate	Surround	Backfill	Reinstate	Install
Tube Cable/ Ducting	GTC	CL	CL	CL	CL	CL
Chambers	CL	CL	CL	CL	CL	CL
Chamber Lids	GTC	N/A	N/A	N/A	N/A	CL
Fibre	GTC	N/A	N/A	N/A	N/A	GTC

Service Drops						
	Materials	Excavate	Surround	Backfill	Reinstate	Install
Tube Cable/ Ducting	GTC	CL	CL	CL	CL	CL
Fibre	GTC	N/A	N/A	N/A	N/A	GTC

Premises						
	Materials	Excavate	Surround	Backfill	Reinstate	Install
Through Slab Duct	GTC	CL	CL	CL	CL	CL
Mini Duct	GTC	N/A	N/A	N/A	N/A	CL
Home Hub Box	GTC	N/A	N/A	N/A	N/A	CL
Fibre	GTC	N/A	N/A	N/A	N/A	GTC
Electronics	GTC	N/A	N/A	N/A	N/A	GTC
In Home Wiring	CL	N/A	N/A	N/A	N/A	CL

## Engineering Terms and Special Requirements:

The lead time to provide a live working fibre connection is a minimum of **20** weeks from acceptance of our quotation. This quotation is based on the developer installing all ducting, construction of communication chambers and on site civils associated with the housing of optical network equipment for the On Site Convergence Point (OSCP).

Our quotation includes the cost of a single temporary data and/or telecommunications connection to the first site office or compound.

Our offer includes the provision of a Fibre Integrated Receiver System (FIRS). A FIRS signal survey will be performed following acceptance of the proposal to finalise the positioning of the aerials and dish. This is inclusive of an additional offer for new home owners on the development which will provide both new and existing Sky TV customers 12 months free subscription to the Original bundle on taking ownership of their new home\*.

The FIRS aerials and dish will require a solid mounting within visibility of the terrestrial transmitters and satellite. This mounting would typically be on the wall of a substation, home or similar solid object. The mounting must be within circa 20 metres of the streetside cabinet housing the telecoms/FIRS solution. If no such object is available an additional charge may be necessary to provide a mast or similar.

New home owners, subscribing to a voice and Internet bundle, can if they wish take advantage of a free subscription to the Sky TV Original bundle for 12 months. This offer applies equally to new Sky customers and existing customers of Sky who are moving to a new home.

\* Subject to Terms and Conditions. 12 months Free Sky TV offer: Original TV Bundle free for 12 months (usually £21.50 pm) for customers who reside in a property served by seethelight. 12 months minimum term and further terms apply. Check the seethelight website at [www.seethelight.co.uk](http://www.seethelight.co.uk) for more details. Offer includes one free Sky+ HD box for new Sky TV customers. Sky+ functionality requires two satellite feeds. On Demand: Available to Sky TV customers with a compatible Sky+ box. Downloading content requires a broadband connection (minimum recommended speed 2Mbps). On Demand self set-up using built-in Wi-Fi or own cable or On Demand connector (£21.95), limits apply. Sky+ subscribers without Sky TV can access BBC iPlayer only. Sky Go: UK / Ireland only. Streamed via broadband/3G/4G (charges may apply). Available on two registered compatible devices (content may vary). Some live TV programmes will be unavailable (go to - go.sky.com). Compatible device and software requirements at [sky.com/skygodevices](http://sky.com/skygodevices). General: Minimum term applies as above. Prices may go up during your subscription. Non-standard set up may cost extra. Prices for direct debit payments only. Continuous credit or debit card mandate costs 50p pm. 18+. UK only. Not available with any other offers. Further terms apply. Correct at 17 March 2015.

### **Project Build Profile**

Our contract offer is based on the details provided by you and listed below. If these details are not correct, and you do not advise us of the changes prior to accepting our quotation we reserve the right to alter our charges in line with our Terms and Conditions.

Listed below are the number of plots and type detailing the phasing of properties to be connected to the Fibre Optic Distribution Network

<b>Year</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b>	<b>10</b>
Residential (No of plots)	50	64	64	64	64	64	64	64	64	64
<b>Year</b>	<b>11</b>	<b>12</b>	<b>13</b>	<b>14</b>	<b>15</b>	<b>16</b>	<b>17</b>	<b>18</b>	<b>19</b>	<b>20</b>
Residential (No of plots)	64	64	64	64	64	64	64	63	63	50

### **Confidentiality**

This quotation and associated documentation is confidential between GTC, Halsbury Homes and their associated parties for this project. It contains commercially sensitive information and should not be divulged to any other party without written permission from GTC.

To accept this quotation please complete the attached Acceptance of Quotation form (GU-SCM-FM-0063) and the Appointment of Fibre Optic Distribution Network Owner (GF-SCM-FM-0350). In addition to completing the above forms, please make arrangements for any required payment to be processed. If you wish to pay by BACs or require bank details please see our terms and conditions.

Should you require any further details please do not hesitate to contact me.

Yours sincerely,

Paul Summers  
Regional Sales Manager

# Acceptance of Quotation (GU-SCM-FM-0063)

We wish to accept your quotation GTC Reference No: EM/34086005/F/PS dated 09 March 2016 for 1250 domestic fibre connections with FIRS and free Sky TV



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We agree to the following costs:

Total Contribution by GTC to Halsbury Homes =

**£ 187,500.00**

Development Address: Light Hill, Off Archers Court Road, Whitfield, DOVER, Kent, CT16 3HU

Developer: Halsbury Homes

Developer's Representative Name: Mr Ben Bird

Developer's Address: Seymour House, Loddon, NORWICH, Norfolk, NR14 6JD

We have completed and enclosed:



**GF-SCM-FM-0350 – Appointment of FODN Owner**

By completing and signing this Acceptance of Quotation and relevant Appointment Forms, we undertake:

- (A) to procure that all future successors in title to the site, in whole or in part, appoint Independent Next Generation Networks Limited (INGNL) as the Fibre Optic Distribution Network Owner and sign and return the Appointment of Fibre Optic Distribution Network Owner (FODN) to INGNL as a condition of any onward sale; and
- (B) to ensure that any contract between Halsbury Homes and any future successor in title to the site, in whole or in part, includes the following wording:

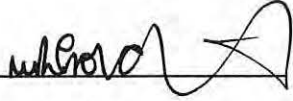
*"The [purchaser/buyer] agrees to use such fibre optic distribution network owner as shall be nominated by the [vendor/seller] for the purposes of installation of the fibre optic distribution network within the [site/property]."*

and agree that you, as ~~vendor~~/seller, will nominate INGNL as FODN under such Agreement.

We acknowledge and agree that we shall comply with the above undertakings and that INGNL reserves the right to revisit the charges detailed in the Quotation and adjust the charges payable by us in accordance with reasonably expected variables should future successors in title to the site, in whole or in part, fail to appoint INGNL as the relevant DNO.

I am a director/authorised signatory of Halsbury Homes

\* Delete as appropriate

Name: M. GOLNEY Signed:  Date: 16.03.16

Company: HALSBURY HOMES LTD Position: COMMERCIAL DIRECTOR



## Appointment of Fibre Optic Distribution Network Owner (GF-SCM-FM-0350)



We wish to appoint Independent Next Generation Networks Limited (INGNL) as the Fibre Optic Distribution Network Owner for property(s) at Light Hill, Off Archers Court Road, Whitfield, DOVER, Kent, CT16 3HU

as per quotation dated 09 March 2016  
GTC Reference No: EM/34086005/F/PS

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www.gtc-uk.co.uk

**We can confirm that we have not given a Letter of Intent to any other Distribution Network Owner for properties at this development.**

Developer Company Name: Halsbury Homes

Developer Address: Seymour House, Loddon, NORWICH, Norfolk, NR14 6JD

Date fibre needed on Date of first occupation: 01-9-2016  
Site Manager Name: Tel No (incl STD code): WILLIAM GOODING - PHONE - TRC

**We are/are not\* the landowner where these excavation works for the laying of fibre optic cable and connections are to take place.**

By signing and returning this Appointment of Fibre Optic Distribution Network Owner form and the Acceptance of Quotation form, we undertake:

- A) to procure that all future successors in title to the site, in whole or in part, who acquire title otherwise than pursuant to an Exempted Disposition (hereinafter defined) prior to completion of the fibre optic distribution network and/or its adoption by Independent Next Generation Networks Limited (INGNL), appoint INGNL as the Fibre Optic Distribution Network Owner and sign and return an Appointment of Fibre Optic Distribution Network Owner form in respect of INGNL to GTC; and
- B) to ensure that any contract between us and any such future successor in title to the site, in whole or in part, includes the following wording:

*"The [purchaser/buyer] agrees to use such fibre optic distribution network owner as shall be nominated by the [vendor/seller] for the purposes of installation of the fibre optic distribution network within the [site/property]."*

and agree that we, as vendor/seller, will nominate INGNL as the Fibre Optic Distribution Network Owner under such contract.

We acknowledge and agree that we shall comply with the above undertakings and that INGNL reserves the right to revisit the charges detailed in the Quotation and adjust the charges payable by us in accordance with reasonably expected variables should any such future successors in title to the site, in whole or in part, fail to appoint INGNL as the Fibre Optic Distribution Network Owner.

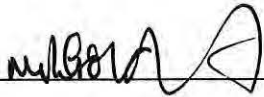
For the purposes of this Appointment of Fibre Optic Distribution Network Owner, "Exempted Disposition" means a *bona fide* arms length completed disposition of:

- a) the transfer, grant or lease of:
  - i) any completed house, flat, apartment, maisonette, office, shop, garage or other dwelling or commercial unit with associated access, amenities, gardens, buildings, car parking spaces and other grounds (if any);
  - ii) sites required for OSCP's (Exchange buildings) electricity sub stations, gas governors, pumping stations or similar apparatus which serve the site;
  - iii) the freehold reversion of a completed block of flats, apartments, maisonettes, offices, shops or other dwelling or commercial units or a completed block comprising one or more flats, apartments, maisonettes, offices, shops or other dwelling or commercial units with garages and associated car parking spaces (if any);
  - iv) common or communally used parts of land to a management company (in respect of which the shareholders will be the owners of completed houses, flats, apartments, maisonettes, offices, shops, garages and/or other dwelling or commercial units built or to be built on the site or on some part thereof) who have rights to use such land for access or amenity purposes; or
  - v) land for affordable or social housing;

- b) the dedication, adoption or transfer of land pursuant to a requirement of any relevant authority;  
or
- c) the dedication or transfer of the roads.

I am a director/authorised signatory of Halsbury Homes

\* Delete as appropriate

Name: N. GOWNEY Signed:  Date: 16/3/16

Company: HALSBURY HOMES LTD Position: COMMERCIAL DIRECTOR