



# WHOLESALE REFERENCE OFFER\*

## HOW TO BECOME A FIBRUS WHOLESALE CUSTOMER

1ST JUNE 2020



\*Fibrus offer wholesale access in areas where public funding has been used.

# How to Become a Fibrus Wholesale Customer

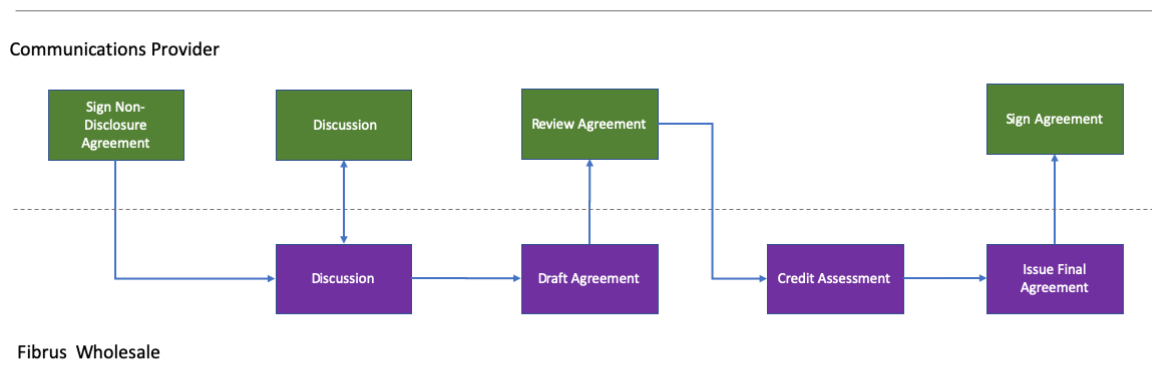
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## Introduction

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 – Credit Assessment

Before concluding an agreement with any organisation Fibrus Wholesale will undertake a credit assessment as a standard and prudent part of contract agreement.

### Step 5 – Contract Issue

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

### Step 6 – 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:

Fibrus Ltd

Boucher Business Studios

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