

# CHANNEL PARTNER AGREEMENT



**PLATFORM  
INTEGRATION**

Work Smarter, Increase Agility  
and Accelerate Business

# CHANNEL PARTNER AGREEMENT

Channel Partner Agreement between  
Platform Integration Pty Ltd

Registration Number: \_\_\_\_\_

Address: \_\_\_\_\_

Tel: \_\_\_\_\_

Fax: \_\_\_\_\_

Accounts Contact Details \_\_\_\_\_ Email: \_\_\_\_\_

Tel: \_\_\_\_\_

Technical Contact Details \_\_\_\_\_ Email: \_\_\_\_\_

Tel: \_\_\_\_\_

AND

Name: \_\_\_\_\_

Registration Number: \_\_\_\_\_

Address: \_\_\_\_\_

Tel: \_\_\_\_\_

Fax: \_\_\_\_\_

Accounts Contact Details \_\_\_\_\_ Email: \_\_\_\_\_

Tel: \_\_\_\_\_

Technical Contact Details \_\_\_\_\_ Email: \_\_\_\_\_

Tel: \_\_\_\_\_



PLATFORM INTEGRATION PTY LTD grants to WHOLESAL PARTNER the non-exclusive rights to sell the Services specified in this agreement ("Services"). WHOLESAL PARTNER shall enter into agreements with its customers, which shall be consistent with the terms and conditions contained in this agreement, and in the draft end-user agreements referred to in 4.1 below.

## 1. AUTHORITY OF WHOLESAL PARTNER

- 1.1. This agreement establishes a relationship, which is solely that of buyer and seller of Services. Nothing in this agreement shall be construed to mean that WHOLESAL PARTNER is the agent or representative of PLATFORM INTEGRATION PTY LTD for any purpose whatsoever.
- 1.2. WHOLESAL PARTNER is not granted any right or authority to assume or create any obligation or responsibility on behalf of PLATFORM INTEGRATION PTY LTD, or in the name of PLATFORM INTEGRATION PTY LTD.
- 1.3. WHOLESAL PARTNER may not make any representation or warranty of any kind regarding the Services, which is not set out in the draft end user agreements for the Services available maintained by PLATFORM INTEGRATION PTY LTD.

## 2. OBLIGATIONS OF PLATFORM INTEGRATION PTY LTD

- 2.1. At WHOLESAL PARTNER'S request, PLATFORM INTEGRATION PTY LTD will furnish a copy of any available sales promotion material, advertising and technical documentation.
- 2.2. Training courses relating to the Services for WHOLESAL PARTNER'S on the billing platform and services and any other assistance that may be deemed appropriate by mutual agreement of the parties.
- 2.3. PLATFORM INTEGRATION PTY LTD undertakes to provide such presales support to WHOLESAL PARTNER as may be agreed upon between the parties on a case by case basis.
- 2.4. PLATFORM INTEGRATION PTY LTD shall provide technical support through its help desk to WHOLESAL PARTNER, at prevailing rates, but shall have no obligation whatsoever to support WHOLESAL PARTNER' customers directly.

## 3. OBLIGATIONS OF WHOLESAL PARTNER

- 3.1. WHOLESAL PARTNER shall use its best efforts to continuously and effectively sell the Services strictly in accordance with the terms and conditions of this agreement and in accordance with ethical and professional business dealings.
- 3.2. Non-compliance by the WHOLESAL PARTNER with its obligations as set out in this document shall render the WHOLESAL PARTNER in material breach of this agreement, and PLATFORM INTEGRATION PTY LTD shall be entitled to exercise the remedies laid out in this agreement, and in particular those specified in 12 below.
- 3.3. WHOLESAL PARTNER shall at all-time hold the name of PLATFORM INTEGRATION in good stead and sell and service their clients to their best of their ability upholding the name of PLATFORM INTEGRATION.



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## 4. DELIVERY OF SERVICES

- 4.1. All orders for the Services must be in writing and signed by a duly authorized representative of WHOLESale PARTNER.
- 4.2. For Access Services, WHOLESale PARTNER shall procure that each customer submits a letter, in a form prescribed by PLATFORM INTEGRATION PTY LTD from time to time, authorizing PLATFORM INTEGRATION PTY LTD to apply to Telkom SA Ltd, for infrastructure lines on behalf of the customer.
- 4.3. All Services supplied to WHOLESale PARTNER'S customers are supplied upon the terms and conditions contained in this agreement. No other terms or conditions shall be binding on PLATFORM INTEGRATION PTY LTD unless specifically agreed to in writing and signed by a director of PLATFORM INTEGRATION.

## 5. PRICE

- 5.1. The prices for the Services shall be specified in below and as given from time to time on different solution offerings. PLATFORM INTEGRATION PTY LTD shall be entitled to revise its prices and fees to WHOLESale PARTNER from time to time during the currency of this agreement upon 30 days' notice to WHOLESale PARTNER, and revisions will be effective on all new Services provided after the end of the 30 day period.
- 5.2. Prices are exclusive of any Value Added Tax.
- 5.3. All prices are based on Rand – US dollar exchange rate at the time of signature of this agreement, and any movement in the exchange rate may result in a variation of prices, which will be passed on to the WHOLESale PARTNER.

## 6. PAYMENT

- 6.1. Payment terms are as agreed upon, subject to PLATFORM INTEGRATION PTY LTD' right to amend such payment terms from time to time in its sole discretion upon notice to WHOLESale PARTNER.
- 6.2. Failure by WHOLESale PARTNER to comply with such payment terms shall constitute a material breach of this agreement and PLATFORM INTEGRATION PTY LTD shall be entitled to any one or all or any combination of the remedies specified in clause 12 below.
  - 6.2.1. In the event of WHOLESale PARTNER failing to effect payment on due date, WHOLESale PARTNER shall pay a late payment charge computed at the rate of 2% (or the maximum amount permitted by law if less) of the unpaid amount for each month or part of same that such payment is in default.

## 7. WARRANTIES

- 7.1. Save as expressly set out in this Agreement, PLATFORM INTEGRATION PTY LTD does not make any representations nor gives any warranties or guarantees of any nature whatsoever in respect of the Services and all warranties which are implied or residual at common law are hereby expressly excluded.



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- 7.2. PLATFORM INTEGRATION PTY LTD does not warrant or guarantee that the information transmitted by or available to WHOLESale PARTNER's customer by way of the Services:
- 7.2.1. Will be preserved or sustained in their entirety;
  - 7.2.2. Will be suitable for any purpose;
  - 7.2.3. Will be free of inaccuracies or defects or bugs or viruses of any kind,
  - 7.2.4. Will be secured against intrusion by unauthorized third parties,
  - 7.2.5. And PLATFORM INTEGRATION PTY LTD assumes no liability, responsibility or obligations in regard to any of the exclusions set forth in this clause

## 8. EXCLUSION OF LIABILITY

- 8.1. PLATFORM INTEGRATION PTY LTD shall not be liable to WHOLESale PARTNER or any third party for any loss or damage to WHOLESale PARTNER or any third party of whatsoever nature and/or howsoever arising (including direct, indirect, consequential, special, or incidental loss or damage which shall include but shall not be limited to loss of property or of profit, business, goodwill, data, revenue or anticipated savings), or for any costs, claims or demands of any nature whether asserted against PLATFORM INTEGRATION PTY LTD or against WHOLESale PARTNER by any party arising directly or indirectly out of the Services, their use, access, withdrawal or suspension or out of any information or materials provided or not provided, as the case may be, by or from their use.
- 8.2. WHOLESale PARTNER hereby indemnifies PLATFORM INTEGRATION PTY LTD against and holds PLATFORM INTEGRATION PTY LTD harmless from any claim by any third party arising directly or indirectly out of access to or use of the Services or information obtained through the use thereof or in respect of any matter for which liability of PLATFORM INTEGRATION PTY LTD is excluded in terms of clause 9.1 above.
- 8.3. Subject to clause 9.1 above, the entire liability of PLATFORM INTEGRATION PTY LTD and WHOLESale PARTNER'S exclusive remedy for damages from any cause related to or arising out of this agreement, regardless of the form of action, whether in contract or in delict, will not exceed the aggregate of the fees and charges paid by WHOLESale PARTNER under this agreement for the period of 12 (twelve) months preceding WHOLESale PARTNER'S written notice in Terms of clause 12.1.

## 9. SCHEDULED MAINTENANCE

- 9.1. Because of the need to conduct maintenance, repair and/or improvement work from time to time on the technical infrastructure by means of which the Services are provided, the provision of the Services may be suspended from time to time, when under the control of PLATFORM INTEGRATION PTY LTD, with the giving where reasonably possible of at least 48 hours' notice, and all liability on the part of PLATFORM INTEGRATION PTY LTD of any loss or damage (whether direct or consequential) thereby incurred or for any costs, claims, or demands of any nature arising there from, is excluded, and the provisions of clause 9 above shall apply mutatis mutandis to such exclusion.



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## 10. JOINT PROSPECTIVE CUSTOMERS

- 10.1. PLATFORM INTEGRATION PTY LTD and WHOLESAL PARTNER agree that should it be necessary for both of them to deal with a customer jointly, then they shall negotiate in an attempt to achieve that end on a case by case basis which negotiations shall be reduced to writing and be the subject matter of a separate agreement.
- 10.2. WHOLESAL PARTNER undertakes not to contact any existing PLATFORM INTEGRATION PTY LTD customer without prior written approval from PLATFORM INTEGRATION PTY LTD. WHOLESAL PARTNER may choose to supply PLATFORM INTEGRATION PTY LTD on a monthly basis with a list of prospective customers for the month ahead and in the event that any customer on such list is a pre-existing PLATFORM INTEGRATION PTY LTD customer PLATFORM INTEGRATION PTY LTD shall inform WHOLESAL PARTNER thereof within 7 days of receipt of such list, and WHOLESAL PARTNER shall cease all dealings with such Customer. Upon notice that WHOLESAL PARTNER has approached a PLATFORM INTEGRATION PTY LTD customer, WHOLESAL PARTNER shall allow PLATFORM INTEGRATION PTY LTD to continue on its own behalf with any negotiations commenced by WHOLESAL PARTNER, unless the customer has requested otherwise.
- 10.3. Once a customer is signed up by the WHOLESAL PARTNER for any PLATFORM INTEGRATION PTY LTD service, WHOLESAL PARTNER shall be entitled to sell additional PLATFORM INTEGRATION PTY LTD Services to that customer, provided that WHOLESAL PARTNER shall promptly arrange for one of its representative to meet with the customer after a request from either the customer or PLATFORM INTEGRATION PTY LTD. Should this not be done within a period of 30 days, PLATFORM INTEGRATION PTY LTD will then be entitled to offer additional Services to the customer directly, and WHOLESAL PARTNER shall not participate in the revenues derived from such additional Services sold.

## 11. BREACH

- 11.1. Should the Wholesale Partner fail to:-
- 11.2. Fail to effect payment in terms of this agreement, despite notice to WHOLESAL PARTNER to make such payment within 7 days of notice if on postpaid; or allows clients to be disconnected due to top up on prepaid, or
- 11.3. Fail to fulfil any obligation set out in this agreement, and in particular the obligations of WHOLESAL PARTNER in terms of clause 4 above, despite notice to WHOLESAL PARTNER to fulfil such obligation within 7 days of notice; or
- 11.4. Be placed provisionally or finally in liquidation, bankruptcy, or under judicial management or the equivalent or similar proceedings; or
- 11.5. Seek to compromise or defer payment of any amount or claim with any of its creditors; or
- 11.6. Suffer a judgment or order of court which is not honored or secured within 7 days of the granting of same; then, without prejudice to any of its other rights or remedies in law, PLATFORM INTEGRATION PTY LTD shall be entitled to any or all of the following remedies:



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- 11.7. To claim immediate payment of any amount outstanding in terms of this agreement;
- 11.8. Claim the performance of any obligation which WHOLESale PARTNER should fulfill;
- 11.9. Suspend the Services; and/or Cancel this agreement and terminate the Service and contact clients directly.
- 11.10. The provisions in 12.1 shall apply mutatis mutandis to a breach by PLATFORM INTEGRATION PTY LTD.
- 11.11. Notwithstanding anything to the contrary contained in this agreement, PLATFORM INTEGRATION PTY LTD shall be entitled to terminate this agreement upon not less than 30(sixty) days prior written notice to the WHOLESale PARTNER.
- 11.12. In the event of this agreement being terminated by PLATFORM INTEGRATION PTY LTD as a result of WHOLESale PARTNER'S breach of the agreement in terms of this clause 12, PLATFORM INTEGRATION PTY LTD may, in its sole and absolute discretion, elect to provide the Services in terms of the contract directly to WHOLESale PARTNER'S customers and should PLATFORM INTEGRATION PTY LTD so elect, all contracts for services between WHOLESale PARTNER and customer in terms of this agreement will continue to apply as between customer and PLATFORM INTEGRATION PTY LTD. WHOLESale PARTNER shall contract with its customers to this effect.

## 12. TERM OF AGREEMENT

- 12.1. This agreement shall become effective upon the date of signature of same by the party last signing and shall continue in force and effect for an initial period of 12 months. Upon the expiration of the initial period, this agreement will automatically renew for a period of 12 months, subject to termination by PLATFORM INTEGRATION PTY LTD or Subscriber by way of 30 days prior written notice of termination to be effective on any anniversary of the Effective Date.

## 13. INTELLECTUAL PROPERTY

- 13.1. All intellectual property (including, without limitation, copyright, trademarks, designs and patents) relating to or used in connection with the Services provided under this agreement shall belong to PLATFORM INTEGRATION PTY LTD. WHOLESale PARTNER undertakes that it shall at no time, have any right, title or interest in the intellectual property and agrees that it shall not (or permit any third party, including its customers, to) reverse engineer, decompile, modify or tamper with the equipment or software owned by PLATFORM INTEGRATION PTY LTD.

## 14. ARBITRATION

- 14.1. In the event of any dispute or difference arising between the parties hereto relating to or arising out of this agreement, including the implementation, execution, interpretation, rectification, termination or cancellation of this agreement, the parties shall forthwith meet to attempt to settle such dispute or difference, and



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failing such settlement within a period of 14 (fourteen) days, the said dispute or difference shall be resolved in accordance with the rules of the Arbitration Foundation of Southern Africa by an arbitrator or arbitrators appointed by that Foundation.

- 14.2. Nothing in this clause shall be construed so as to limit the right of the parties to appeal any decisions of the Arbitration Foundation of Southern Africa to any court of competent jurisdiction.

## 15. GENERAL

- 15.1. This agreement and its rights and obligations may not be ceded or assigned by WHOLESAL PARTNER without the prior written consent of PLATFORM INTEGRATION PTY LTD , which consent may not be unreasonably withheld.
- 15.2. No modification or amendment to this agreement and no waiver of any provisions of same shall be valid unless in writing signed by duly authorized representatives of WHOLESAL PARTNER and PLATFORM INTEGRATION PTY LTD.
- 15.3. Any forbearance or indulgence by PLATFORM INTEGRATION PTY LTD in enforcing any terms of condition of this agreement shall not prejudice or restrict PLATFORM INTEGRATION PTY LTD' rights or powers and no waiver of any breach shall operate as a waiver of any subsequent or continuing breach.
- 15.4. Any notice to be given in terms of this agreement shall be in writing and sent to the address of the party shown on the front page of this agreement which address shall be the official address chosen by each party for same. Both parties shall be entitled to change such address upon 7 (seven) days prior written notice to the other party.
- 15.5. Should any of the terms and conditions of this agreement be held to be invalid, unlawful or unenforceable, such terms and conditions will be severable from the remaining terms and conditions which will continue to be valid and enforceable.
- 15.6. This agreement and the terms of any orders for Services shall be governed, construed and interpreted in accordance with the laws of the Republic of South Africa,

## 16. OBLIGATIONS OF WHOLESAL PARTNER

- 16.1. In accordance with clause 4 of the agreement WHOLESAL PARTNER shall comply with the following obligations in selling the Services, all of which are material terms of this agreement. WHOLESAL PARTNER shall:-
- 16.2. Conduct all business diligently and devote reasonable time and effort to the promotion and marketing of the Services; this shall include the pro-active demonstration and marketing of the Services;
- 16.3. Co-operate with PLATFORM INTEGRATION PTY LTD to meet any other reasonable standards of sales and support performance established by PLATFORM INTEGRATION PTY LTD, and shall at all times adhere to PLATFORM INTEGRATION PTY LTD requirements and standards;



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- 16.4. Provide PLATFORM INTEGRATION PTY LTD with a REGULAR feedback status indicating all activities by WHOLESale PARTNER in respect of the Services, and in particular its compliance with its obligations in terms of this Schedule A and with the agreement in general;
- 16.5. maintain an adequate number of skilled and trained sales and support personnel to be able to properly provide support to all its customers in respect of the Services (PLATFORM INTEGRATION PTY LTD shall in no circumstances be liable to provide such support to WHOLESale PARTNER'S customers);
- 16.6. Attend project meetings with PLATFORM INTEGRATION PTY LTD, when required to do so;
- 16.7. Complete and submit timeously all forms required by PLATFORM INTEGRATION PTY LTD for installation of new services;
- 16.8. The WHOLESale PARTNER shall not directly or indirectly, approach any provider of Products and Services that originated from PLATFORM INTEGRATION PTY LTD for a period of 24 months from signing this contract.
- 16.9. The WHOLESale PARTNER shall not hold itself out or permit itself to be described otherwise than as a WHOLESale PARTNER of PLATFORM INTEGRATION PTY LTD for the products and services, and unless specifically authorized in advance in writing by PLATFORM INTEGRATION PTY LTD, the WHOLESale PARTNER shall not enter into, assume, or incur, any obligation on PLATFORM INTEGRATION PTY LTD behalf or transact any business for PLATFORM INTEGRATION PTY LTD account. The WHOLESale PARTNER represents and warrants that it is and will continue to be an independent merchant or enterprise within the meaning and requirement of any laws or customs of the territory, including those, if any, pertaining to inscription in mercantile registries. Neither the WHOLESale PARTNER or Representative nor its employees or agents shall in any event to deem to be employees of PLATFORM INTEGRATION PTY LTD
- 16.10. The WHOLESale PARTNER may use the trade names or trademarks of PLATFORM INTEGRATION PTY LTD only as may be approved by PLATFORM INTEGRATION PTY LTD in writing, and upon termination, the WHOLESale PARTNER shall discontinue all such uses thereof. The WHOLESale PARTNER hereby waives any right title or interest in or to any trade names, trademarks or copyrights by PLATFORM INTEGRATION PTY LTD
- 16.11. The WHOLESale PARTNER may, at its expense, advertise the Products so as to inform potential purchasers of the capabilities and applications of the Products and to promote recognition of the name Platform Integration Pty Ltd. Platform Integration Pty Ltd may, at its option, provide the WHOLESale PARTNER with such advertising and promotional material in the English language as PLATFORM INTEGRATION PTY LTD may consider appropriate. All advertising and promotional material proposed to be used by the WHOLESale PARTNER that carries the name Platform Integration Pty Ltd shall be approved by PLATFORM INTEGRATION PTY LTD in writing prior to such use.



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## 17. GENERAL PAYMENT

17.1. PLATFORM INTEGRATION PTY LTD agrees to terminate voice minutes for WHOLESAL PARTNER and use all monies paid for minutes on minutes and no other reason. Should there be at any stage a credit for WHOLESAL PARTNER on monies paid over and minutes not used, WHOLESAL PARTNER can request immediate refund of these monies and Platform Integration Pty Ltd agrees to pay this over immediately.

17.2. Where WHOLESAL PARTNER has clients connected underneath them, the difference billed between the clients billing info and WHOLESAL PARTNER billing will be the profits of the Wholesale partner. Should Clients pay us directly towards a Wholesale Account, the Wholesale Partner is to present Platform Integration with an invoice for commissions and payment shall be made immediately with month end payments? All commissions are done on a monthly basis at the end of each month and payment within 7 days of invoice.

EX VAT	
White Label	R1,500.00

WHOLESALE CLOUD SERVER		
Bronze	Silver	Gold
2x vCPU	4x vCPU	4x vCPU
500GB Traffic	750 GB Traffic	750 GB Traffic
4 GB RAM	8 GB RAM	16 GB RAM
150 GB Hard Drive	300 GB Hard Drive	500 GB Hard Drive
1 x Public IP Address	1 x Public IP Address	1 x Public IP Address
Microsoft Operating System	Microsoft Operating System	Microsoft Operating System
<b>(MRC) R 1 495.00</b>	<b>(MRC) R 1 995.00</b>	<b>(MRC) R 2 595.00</b>
<b>(NRC) R 500.00</b>	<b>(NRC) R 1 000.00</b>	<b>(NRC) R 1 500.00</b>

WHOLESALE CLOUD CRM		
CRM Description	MRC	NRC
Cloud CRM Core Hosting	R 1450.00	R 2000.00
Windows Exchange Integration	R 399.00	R 1250.00
Ticket Module	R 299.00	R 1250.00
Sales Module	R 299.00	R 1250.00

Cloud CRM includes five electronic documents/quotes. Additional electronic document will be provided at a cost of R 350.00 Non Recurring Charge



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## WHOLESALE VOICE

Description	Schedule of Charges
Local	R 0.25
Long Distance	R 0.25
MTN & Vodacom	R 0.25
Mobile Cell C & 8ta	R 0.36
Inter Branch Call	Free
SIP Account	R 50.00
Direct Dial Inwards ( DID)	R 15.00
Call Recording	R 0.02
Billing Increments	Per Second
Geographic Porting ** REFER TO NUMBER PORTING DOC	R 150.00(NRC)
Hosted Pbx Extension Access	R 35.00
Porta One Full Access	R 2000.00 (MRC)
Dedicated SIP Trunk ( Cross Connect other)	R 1000.00

## LAST MILE

Connections Options	Suggested Deployment	Bandwidth Quality	Connection Cost	Cost of Data	QOS	Time to Deploy	Distribution of Network	Contension Ratio
Fibre Enterprise	Corporate Office With Cloud Access	Dedicated	High	Low	Excellent	30-120 days	Limited	0.042361111
Fibre Broadband	Sme-corporate Onsite Internet Access	Shared	Avg	Medium	Avg	30-120 days	Average	0.048611111
Fibre To Business	Small-medium Office	Shared	Low	Fair	Avg	30-120 days	Limited	0.055555556
ADSL / VDSL	Small /redundancy	Shared	Low	Fair	Avg	7-21 days	Average	0.076388889
Open Microwave	No Infrastructure	Shared	Low	Fair	Low	7 days	Average	0.076388889
LTE APN	Private-small /redundancy	Shared	Low	High	Low	5 days	Average	Variable
GSM (Data)	Backup/remote Access	Shared	Low	High	Low	2 day	Average	Variable



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## DATA / ISP

Connection Type	Speeds	IP Type	Bandwidth Cost	Offering
LTE	Up to 10 MG	Fixed	Fixed	Capped
ADSL	4-10 MG	Static	Static	Uncapped
VDSL	10-40 MG	Static	Static	Uncapped
Fibre FTTH	10-100 MG	Static	Static	Uncapped
Fibre Broadband	5-100 MG	Static	Static	Uncapped
Fibre Enterprise	5-100 MG	Static	Static	Uncapped

## CONNECTIVITY - DATA / ISP

DSL / VDSL Line Speed	(MRC) DSL Line Rental	(MRC) Business Uncapped	(NRC) DSL / VDSL Router Cost
Up to 2 Mbps	R 149.00	R 396.00	R 699.00
Up to 4 Mbps	R 275.00	R 596.00	R 699.00
Up to 8 Mbps	R 355.00	R 836.00	R 699.00
Up to 10 Mbps	R 395.00	R 896.00	R 699.00
Up to 20 Mbps	R 425.00	R 1699.00	R 999.00
Up to 40 Mbps	R 535.00	R 1999.00	R 2100.00
	Static IP address	DynDNS	Configured

Business DSL services includes Static IP addresses and DynDNS alternative access.

## WHOLESALE FIBRE

Business Fibre Speed	(MRC) Contention 1:10	(MRC) Contention 1:1	NRC
15 Mbps	R 4050.00	R 6200.00	R5500.00
20 Mbps	R 4399.00	R 7200.00	R5500.00
25 Mbps	R 4999.00	R 8500.00	R5500.00
30 Mbps	R 5499.00	R 9500.00	R5500.00
50 Mbps	R 7299.00	R 14200.00	R5500.00
100 Mbps	R 11299.00	R 25000.00	R5500.00
200 Mbps	R 17200.00	R 43 853.00	R5500.00
500 Mbps	R 36 557.00	R 104 057.00	R5500.00
1000 Mbps	R 61 575.00	R 196 875.00	R5500.00

The NON recurring charge is subjected to change due to Fibre Access Provider Network.



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## FIBRE BROADBAND SERVICES

FTTH / FTTB Line Speed	(MRC) Fibre Line Rental	FTTH Capped Packages	(MRC) Bandwidth Pricing	NRC
Up to 10 Mbps	R 499.00	80 GB	R 89.00	R 1500.00
Up to 20 Mbps	R 599.00	120 GB	R 123.00	R 1500.00
Up to 40 Mbps	R 699.00	200 GB	R 289.00	R 1500.00
Up to 100 Mbps	R 799.00	300 GB	R 289.00	R 1500.00
Router		400 GB	R 379.00	R 1500.00
Trenching R181.50 per linear metre		800 GB	R 699.00	R 1500.00
Installation R 1500.00		1000 GB	R 899.00	R 1500.00

Router Provided at a (NRC) R 999.00 with Wi-Fi Access.

## CLOUD IP PBX

Product Description	Rental	Extension Access	Extension Inc Phone	Contract Term
Yealink T27 Reception	R 210.00	R 35.00	R 235.00	Month - Month
Yealink T21 IP Phone	R 115.00	R 35.00	R 140.00	Month - Month
Yealink W52 Cordless Phone	R 125.00	R 35.00	R 150.00	Month - Month
Layer 2 24 Port POE Switch	R 650.00	R 35.00	R 475.00	Month - Month

## SUPPORT

Support Schedule Of Charges	Support Rate
Labour P/Hour >20Km	R 320.00
Travel <20Km	R 3.00

## SKILL UP TELECOMS TRAINING

Training Provided	Cost Per Candidate	Duration
Product & Offerings	R 1200.00	1 Day
Product, Offerings and Sales	R 2850.00	2 Days
Telesales	R 850.00	½ Day
First line Support	R 850.00	½ Day
Technical Training	R 3200.00	2 Days
Personalized branded training	TBD	



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## Bandwidth

- Platform Integration Pty Ltd will assist with the choice of a reliable and fast data connection
- Platform Integration Pty Ltd will provide bandwidth planning and Quality of Service parameters to maintain a high voice quality

## Hardware and Software

- Platform Integration Pty Ltd will source and supply the relevant hardware and Software required, such as Soft Phones, IP-Phones and VoIP Gateways.

## Installation and Set-up Services

- Platform Integration Pty Ltd will point all clients' traffic directly to Platform Integration Pty Ltd Billing Platform and Infrastructure
- Platform Integration Pty Ltd IP: to be set up by our technical Dept. SIP or G729 - Payload of 20ms
- Any client's premises that would require Platform Integration Pty Ltd technical assistance, the support charges will apply.

## Invoicing

- The service is run on a pre-paid basis. On proof of payment, a Tax invoice will be generated and emailed and credit/payment loaded to the account

## Training

- Training for Admin staff will be included
- Training for set up and technical assistance will be included

*All prices quoted exclude Vat*

Signed at \_\_\_\_\_ on this day \_\_\_\_ of \_\_\_\_\_ 2017

Name: \_\_\_\_\_ Witness Name: \_\_\_\_\_

Designation: \_\_\_\_\_ Witness Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Signed by Platform Integration Pty Ltd

Name: \_\_\_\_\_

Designation: \_\_\_\_\_

Signature: \_\_\_\_\_

**CONFIDENTIAL AND PROPRIETARY**



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