

## Voom Partner Accelerator Incentive Competition

### Terms and Conditions

1. The purpose of this competition is to reward the most successful Virgin Media Business Strategic and Advanced Business Partners and selected Carrier Partners, if the Target is reached as set out in clause 3.
2. The period of the competition is from 1st April to 30<sup>th</sup> June 2018.
3. The Target is as follows: A minimum uplift of £69,000 in the Total Contract Value (TCV) across our Advanced and Strategic Business Partners and Strategic Carrier Partners, from 1st April to 30<sup>th</sup> June 2018, compared to the total TCV value from the same partners in the first three months of 2018.
4. If, and only if, the Target is reached, the Prize will be awarded.
5. There will be four winners of the Prize, two from the VMB Strategic Business Partner group, one from the VMB Advanced Business Partner group and one from the Strategic Carrier Partner group. The four winners will be those partners within their competing group with the highest score, according to the Measurement Criteria.
6. **The Measurement Criteria** is the same for all Business and Carrier partners. The primary measure is the volume of new business Ethernet and HCS circuits ordered from Virgin Media Business during the competition term. Score multipliers will be applied to the volume of new business circuits ordered based on the Average Monthly Rental Per Circuit (AMRC) achieved from all eligible orders recorded during the competition term. Multipliers will be applied in accordance to the threshold values below:
  - Where AMRC equals a minimum of £200, a 10% multiplier will be applied
  - Where AMRC equals a minimum of £300, a 20% multiplier will be applied
  - Where AMRC equals a minimum of £400, a 30% multiplier will be appliedA further 10% multiplier will be applied for every £50,000 in Total Contract Value (TCV) achieved from orders of voice products, professional services and hardware sold during the competition period.
7. The **Average Monthly Rental per Circuit** for all eligible orders is established by calculating the Average Monthly Rental Value of each circuit ordered during the competition term. For each order placed, the total contract value of the rental only (excludes install) is divided by the number of months in the contract term, divided again by the number of circuits agreed in the contract. This calculation is applied to all orders placed by the partner during the competition term. The average monthly rental of each circuit is then totalled and divided by the total number of circuits from all orders to produce the final mean average value, measured in pound sterling (£).
8. Full details of **The Prize** will be revealed after the launch of the competition at the end of April, 2018. Participants should note the mystery Prize will be revealed on 18<sup>th</sup> April, 2018 and will include return economy flights from London Heathrow to a destination in the European Union, airport transfers and two night's accommodation. The event will be revealed on 18<sup>th</sup> April, 2018 (or such other time communicated to all participating Partners:
9. Prize winners must be at least 18 years of age.
10. Winning Partners will be notified within 14 days of the end of the competition period. Winning Partners must promptly confirm that they accept the Prize, otherwise the Prize will be given to another Partner.
11. By accepting the Prize, winning Partners confirm that their acceptance and use of the Prize, selection of employees to be Guests, and use of the Prize by their nominate Guests are fair and transparent, and are in compliance with all applicable legislation (including the Bribery Act 2010), regulations, employee contracts and the Partner's anti-bribery policy.
12. The winning Partner must promptly, at the Promoter's request, provide the details of the Guests that are needed to make any administrative arrangements. If there are any changes to the names or details of the Guests, the Partner agrees to notify VMB immediately. There will be no entitlement to a replacement Prize or other alternative in the event that arrangements cannot be changed or nominated Guests are unable to go. By accepting the Prize and authorising the winning Partner to provide their details to the Promoter as a Guest, nominated Guests agree to be bound by these terms and conditions.
13. All costs not expressly included in paragraph 6 above are excluded from the Prize, e.g. UK airport transfers, spending money, other meals and travel insurance. Guests are responsible for ensuring that they have all necessary travel documentation and insurance.
14. The Promoter reserves the right to cancel or amend the Promotion or these terms and conditions at any stage but will only do so for reasons outside of its reasonable control. The Promoter will endeavour to minimize the effect of such

cancellation or amendment on participants in order to avoid disappointment, which may include providing an alternative Prize if the original Prize becomes unavailable for any reason.

15. The decision of the Promoter regarding any aspect of this Promotion or these terms and conditions is final and binding and no correspondence will be entered into.
16. These terms and conditions and any disputes or issues arising out of or in connection with them and/or this Promotion (whether contractual or non-contractual in nature, such as claims in tort, breach of statute/regulation or otherwise) shall be governed by and construed in accordance with English law. Entrants agree to submit to the exclusive jurisdiction of the English courts to settle any disputes or issues.
17. The Promoter shall not be liable for any loss, damage or consequential damage of any nature, in contract, tort (including negligence) or otherwise, in connection with the Prize (to the extent permissible by law). Winning Partners agree to indemnify the Promoter in respect of all losses arising out of breaches of the obligations in clause 11.
18. **Promoter is Virgin Media Business Limited.** Each Prize element is also subject to the terms and conditions of the relevant provider (airline, accommodation, tickets etc).