

# Products announcements

VP of Sales  
Mark Boonzaier

# ACN PACIFIC SERVICES



Residential



Business

# ACN PACIFIC SERVICES



Residential



Energy



nbn™



Phone Services



Mobile



Security & Automation



# ACN PACIFIC SERVICES



Business



Merchant Services



Phone Services



Energy



vodafone



Mobile



Security & Automation



# RESIDENTIAL

# iPhone X<sup>S</sup>



Order now



iPhone Xs

iPhone Xs  
Max

iPhone Xr

# Xs opportunity over 36mths



vodafone



From **\$77.25 p/m**  
(on **\$32** Red 4GB plan)

From **\$88.25 p/m**  
(on **\$43** Red 20GB plan)

→ 2 Points

From **\$99.25 p/m**  
(on **\$54** Red Plus 60GB\* plan)

→ 3 Points

From **\$119.25 p/m**  
(on **\$75** Red Plus 120GB\* plan)

\*Max speed with no worries data at 1.5Mbps

# Existing Customer Bonuses



Upgrade online –  
**Up to 10GB bonus data**



Existing customers who sign an  
additional service to current plan - get  
**10% off** monthly plan fees\*



2degrees



# Xs opportunity over 36mths



From \$91.94 p/m  
(on \$40 3GB plan)

From \$106.94 p/m  
(on \$55 10GB plan)

From \$126.94 p/m  
(on \$70 25GB plan)

# Xs opportunity over 36mths



From \$91.94 p/m  
(on \$40 3GB plan)

From \$106.94 p/m  
(on \$55 **20GB plan**)

From \$126.94 p/m  
(on \$70 **50GB plan**)



## Double Data

for first 3 Months  
when Customer  
signs up to a \$55 or  
\$70 Carryover Plan!

Available from:  
21/09/2018



# NEW Pool Plans



**50GB\* Data  
Unlimited Text  
&  
Unlimited Calls  
(In NZ and AU)**

\* Double data for first 3 months

# New Incentive scheme !

## Refer Reward Repeat

The more you sell,  
the more you get with  
2degrees' incentive scheme.



Get \$10<sup>^</sup> credit for every Pay  
Monthly connection you sign  
up. Use the credit towards  
your plan and your phone.

---

It's easy, just go to [2dacn.co.nz](http://2dacn.co.nz) for  
terms and conditions, plus register  
to receive your credits.

<sup>^</sup>T&Cs apply





# GREAT NEWS FOR THE KIWIS

Holding slide  
HYPE VIDEO (X SEC)

# New Zealand Broadband Opportunity



**1,500,000**

Homes



**500,000**

Small Businesses



**2,000,000**

Potential Customers



# New Zealand Broadband Opportunity



# NZ\$ 5,000,000,000 INDUSTRY

*How do we get a slice of this Juicy Money Maker?*

Your Existing Mobile  
Customers

1% of the market

Spark, Vodafone & Others  
Broadband Customers

>90% of the market

# Broadband Launch Phases



## IBO Launch

IBO Self Sign up Available  
**2 October 2018**

Focus on:

- Sign Up Process
- Connection Process
- Customer Support



## Customer Launch

Customer Sign up Available  
**November 2018**

Focus on:

- Simple Customer Sign Up
- Smooth Connection
- Stellar Customer Support



# Plans & Compensation

<p><b>80GB Plan</b></p> <p>\$75 per month 12 month contract</p> <hr/> <p>\$65 for 2d Mobile Customers</p>	<p><b>Unlimited Data Plan</b></p> <p>\$85 per month 12 month contract</p> <hr/> <p>\$75 for 2d Mobile Customers</p>	<p><b>Ultimate Unlimited</b></p> <p>\$110 per month 12 month contract</p> <hr/> <p>\$100 for 2d Mobile Customers</p>
<p>1 customer point</p>	<p>2 customer points</p> <p><b>30% of</b> monthly plan fee*</p>	<p>2 customer points</p> <p><b>30% of</b> monthly plan fee*</p>

\* For customer duration up to 24 months

# Broadband \$200 joining credit

Get a **\$200 joining credit** with the 12 month  
\$85 Unlimited Data Plan or \$110 Ultimate Unlimited Plan  
until 4 November 2018





# The Click opportunity



Electricity, Gas &  
Solar



Electricity &  
Solar



Electricity, Gas &  
Solar



Electricity &  
Solar

# Strive for Program



**STRIVE FOR 20**

Up to \$600 off your annual  
Click Energy bill

**NEW**  
**Click Energy  
Services**

Conditions apply

**click  
energy**

**STRIVE FOR 40**

Add up to a further \$600 off your  
annual Click Energy bill



**DOUBLE THE DISCOUNT!!**

# Click Energy IBO Bonus Promotion



Refer  
5-9  
Orders  
**\$250**

Refer  
10-14  
Orders  
**\$500**

Refer  
15+  
Orders  
**\$750**

T&Cs apply  
22 Sept – 31 Oct 2018



# What is the nbn™ Opportunity



1 in 3 homes  
already have  
nbn™

The remaining  
1 in 3 homes  
will switch  
by 2021

1 in 3 homes  
will switch  
in the next  
12 months

# New Limited Time Customer Offer

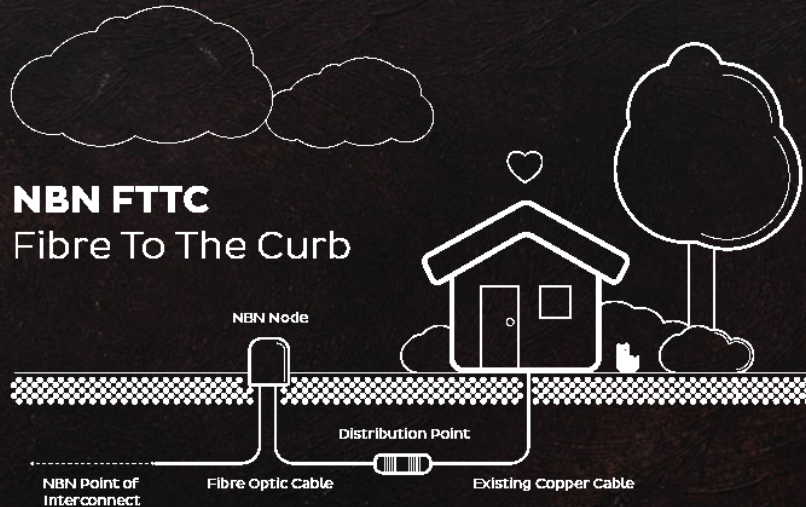


Saturday 21<sup>st</sup> 1pm to 31st October 2018

- ACN Value and Ultimate 24 month plans **add** Turbo speed for full contract term
- ACN Value 24 month plans (both Standalone and Bundle) include Premium WiFi modem **saving \$70**



# Introducing Fibre to the Curb (FTTC)



- NBN Co forecasts 1.4 Million premises to be delivered via FTTC by 2020
- Many legacy HFC customers will receive nbn™ via FTTC
- Remember that NBN Co determines who will get FTTC

# Maximise your benefits



**No monthly  
plan fee**

**100%  
discount**

[www.acnpacific.com/ibo/strivefor](http://www.acnpacific.com/ibo/strivefor)



**AUTHORISED  
REPRESENTATIVE**



# Security Opportunity

- Break-ins occur once every 3 minutes
- 80% of homes in Australia don't have a monitored security solution
- Homes with monitored “back-to-base” alarm systems need to upgrade due to NBN rollout



# Melbourne International Event Promotion



**Exclusive customer offer** (until 31 Dec)

**One month free  
monitoring**

**(valued at \$36.50-\$54.95)**

**For Residential and Small  
Business**



# Melbourne International Event Promotion



Exclusive IBO promotion (until 31 Oct)

1- 3 SERVICES ORDERED\*

 \$25

CASH EACH

4+ SERVICES ORDERED\*

 \$200

CASH

\* T&Cs apply, Service must be activated

# Compensation Plan

## ADT Security Promotional Points Bonus

**Double points** on all Services ordered  
and activated



- Promotion ends 31 October
- 100% commissionable revenue

# BUSINESS

# Security Opportunity



- Majority of Small Business market has a need for a security solution
- 70% of Small Businesses with a shopfront require security solutions



vodafone



# Why Vodafone Small Business?



## For your customers:

1. Unbeatable value for 5+ services starting at \$30 with worry free data (plus ACN Exclusive 10% off for businesses with 10+ services)
2. Best in class \$5 roaming and generous international call inclusions to 90 countries!
3. Smooth and hassle-free signup with a personal touch from our new Business Sales Exec Betty!

# Why Vodafone Small Business?



For you:



**30 points** and  
85% of the total \$600 in  
monthly plan fees..

**up to \$510 in  
commissionable revenue**

10 x \$60 Plan  
over 36 months

# NOW **DOUBLE POINTS\*** FOR Orders with 5+ Services!!!



For you:



**60 points and**  
85% of the total \$600 in  
monthly plan fees..  
  
**up to \$510 in**  
**commissionable revenue**

10 x \$60 Plan  
over 36 months



Anovia  
PAYMENTS



# IBO Qantas Competition

## **1ST PLACE:**

\$1,000 QANTAS GIFT VOUCHER

## **2ND PLACE:**

\$750 QANTAS GIFT VOUCHER

## **3RD PLACE:**

\$500 QANTAS GIFT VOUCHER

Top activations between

**22 Sept – 31 Oct**

Every activation will be entered into a draw for a chance to win 1 of 10 \$100 Qantas gift vouchers



# Small Business Energy



- Solar now available!
- ACN Prime Plans very competitive and now include solar feed-in tariffs
- Small Business Electricity = 3 customer points



# Small Business Energy



Don't forget – all activated services count towards  
Strive **For 20** and Strive **For 40**



# ANOTHER NEW SERVICE

Holding slide  
HYPE VIDEO (X SEC)



Virtual PBX  
**Cloud Phone**

The smart, NBN-ready phone  
system made for small business.

*my***NetFone**<sup>TM</sup>

- HOLDING SLIDE – MYNETFONE PRODUCT VIDEO (56 SECS)

# MyNetFone Event Presence

- Special Training Presentation Saturday Lunch – Main Stage
  - John Cleaver (Chief Operating Officer – MyNetFone)
  - Lee Atkinson (General Manager – Small Business Portfolio)
- MyNetFone Product Zone stand will open at 1pm
- Pacific Compass
  - Product Quick Reference, Plan Tips Sheets
  - Digital Assets (Printable Product Brochures)
  - Co-branded online portal for referrals

# Compensation Plan

myNetFone

**1-4  
POINTS**

**80%  
Commissionable**

**Residuals for  
life of  
customer**

# Cloud Phone Services – Customer Offer

Virtual PBX  
Cloud Phone

- Free\* equipment for customers who submit their orders by the 31<sup>st</sup> of October.
- Applies to base model (Yealink T41S) only
- One handset unit per included line
- Applies to Plus and Unlimited plans only
- Applies to 12m or longer term only



# myNetFone™ Launch IBO Bonus

Virtual PBX  
Cloud Phone

Refer 4+  
signed  
customer  
agreements

**\$400**

22 Sep – 31 Oct

Refer 4+  
signed  
customer  
agreements

**\$400**

1 – 30 Nov

Refer 4+  
signed  
customer  
agreements

**\$400**

1 – 31 Dec

Promotion applies to Unlimited plans **only**

Refer 12+ signed  
customer  
agreements

**Bonus**  
**\$1,500**

From today - **31 December 2018**

Promotion applies to Unlimited  
plans **only**

Plan term must be **minimum**  
12 months

# RECAP

- Launch 2degrees Broadband – special training Saturday at 5:15pm
- Launch iPhone Xs, Xs Max and Xr – Vodafone and 2degrees
- Launch Vodafone Business with Betty
- Launch NBN FTTC and Turbo promo, ZTE modem
- Relaunch ADT / ACN partnership
- Launch Cloud Phone services with My Net Fone

# Recap - Bonuses

1. Click Energy \$250, \$500 & \$750 Cash Plus Strive for 40
2. ADT \$25 and \$200 Cash
3. VF Business 10+ services – 10% discount
4. MNF \$400+\$400+\$400+\$1500 Cash, Customer Handset Bonus
5. Anovia over \$3,000 in Qantas travel vouchers
6. 2degrees refer reward repeat \$10, \$200 Broadband credit