

Network Billed Mobile EE Handbook

Version 1.10 2024



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EE Password of the Month:
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Why Giacom for Network Billed Mobile

Partnering with Giacom gives you a strong offering for your customers thanks to our industry-leading network deals. We support you every step of the way in growing your business and boosting revenue opportunities.



Earn upfront with generous revenue share & bonus models



Network manages all billing & invoice queries



Manage & nurture the end-customer relationship



Utilise distribution agreements with Vodafone, O2 & EE



The widest choice of mobile tariffs & solutions



Regular updates & webinars to keep you up to date



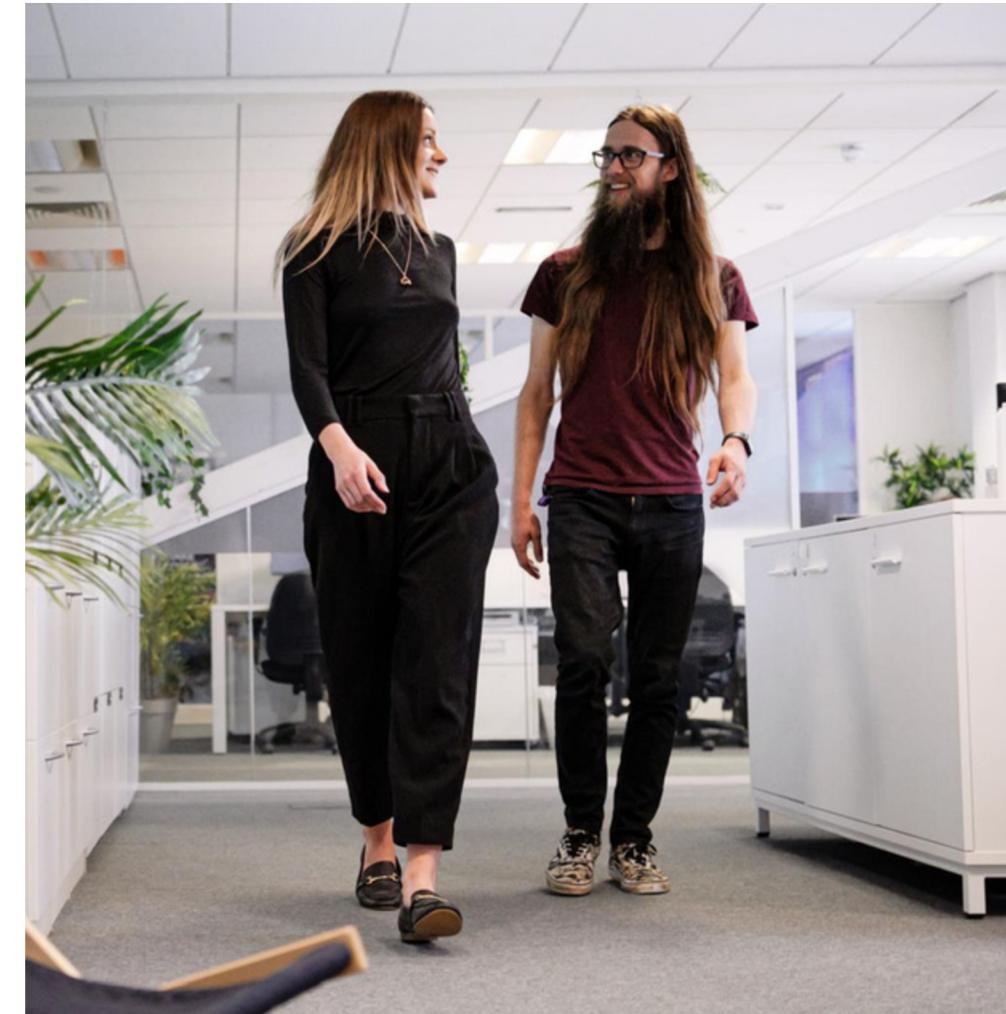
Award-winning mobile support and specialist teams



Access to a wide range of mobile hardware



Free marketing toolkits & white-labelled collateral



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Empower your business with EE's Partner Portal

EE's Partner Portal has a series of assets and information that can help you spread the message on why the EE network is brilliant for business.

Contact your Partner Manager to gain access to the unique features of the portal.

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Why EE



The UK's Most Reliable Network for your Business

So, your customers can work with confidence, wherever their job takes them.



The Fastest UK Network

With average download speeds of 65.1Mbps, EE is twice as fast as any other network. So, customers can download huge files in seconds.



Unbeatable 5G

The first operator to provide unbeatable 5G to over 60% of the UK



Ahead of the Curve

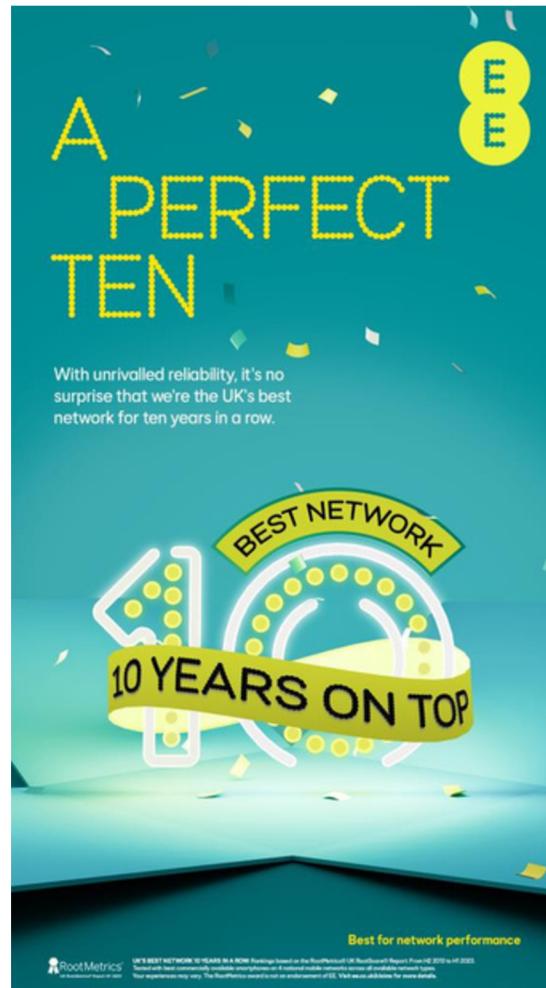
EE is on a mission to improve their network by expanding across London Underground



Stay Connected

EE is the network your customers can rely on. Their Stay Connected Data promise ensures users will never be out of reach, even when they exceed their data usage.

*Rankings based on the RootMetrics® UK RootScore® Report:
From H2 2013 to H1 2023. Visit ee.co.uk/claims for more details.



Brand your 'Why EE' White Labelled Guide

Visit Knowledgebase on Cloud Market to download these assets.



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What's new?

Promotional Offer

Promotional Offer Available until 31st October 2024

Business All Rounder				
24 Month				
Tariff	Line Rental	Commission	Advance	Tariff Code
B All Rounder Unlimited Promo SIMO £30 (24)	£30.00	£0.00	£324.00	XB2324P18

SAMSUNG

Galaxy Z Fold6 | Z Flip6
Galaxy AI  is here



Image simulated. Samsung account login may be required for certain AI features.

**Now available on
Giacom Hardware**

 **CONNECT IN CLOUD**
CONNECTION • COMMUNICATION • COLLABORATION
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EE SME

For
1 – 250
employees



3 reasons to choose EE SME



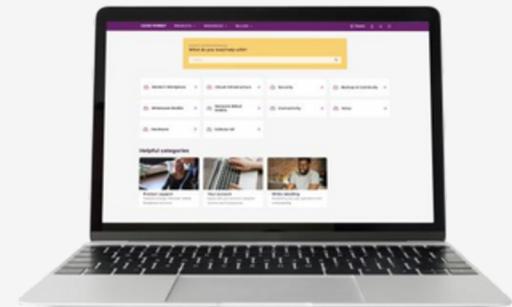
Inclusive Extras



Stay Connected Data



Fastest 5G Speeds



To view all Network Billed Mobile product collateral, please visit Knowledgebase on Cloud Market.

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EE SME - Commercials



Partner Discounts

What is it?

Partner Discounts give all partners the opportunity to reduce the line rental of Handset and SIMO tariffs. They allow partners to process orders directly through BPS without the need to raise an EE DA, speeding up the order processing times. These discounts help improve flexibility, speed of response, reduce processing time and enable partners to secure business more quickly. To allow partners this flexibility, the code will apply a small commission clawback to the upfront commissions you normally earn.

Please note, your revenue share will also be affected as there is a discount on the line rental. By using these codes, your customers will be able to see the line rental discount you applied on their bill, making this a simple and transparent process for you and your customers.

To view the rules, inclusions, and tariff codes for Partner Discounts, please see our EE SME Tariff Library Guide.

See our Example Deals page for an example of Partner Discounts being applied.



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Business Connect - About

What is it?

With all their 4G and 5G-enabled devices on one shared plan, Business Connect is the simple, secure way for customers to manage them.

Why it's great

- Flexibility where it's needed** – a single bucket of data to easily share across the team. Customers can simply choose a data allowance and how many users will share it, so everyone gets the amount they need. Add more data and devices as they need them (stackable account level data up to 950GB).
- Simplicity** – Business Connect is the simple way to connect and manage any combination of eligible plans together in one shared plan, onto the one bill. Pick and mix from EE's 4G and 5G devices – or go SIM only.
- Monthly costs under control** – no more waste data, or unexpected costs. EE don't increase their prices during the contract and will let customers know when they've used 80% and 100% of their data, giving them the option to add a spend limit on each connection.
- Unlimited UK and EU minutes & texts** – EE covers roaming in their Europe Zone as part of their tariffs. So, your customers data, minutes and text allowances will work in their Europe Zone, just like they do at home.
- Optional international allowances** – one bundle for roaming minutes and texts in key global business destinations and calling abroad from the UK.

Tariff Inclusions

- Unlimited minutes and texts, plus an amount of data you choose for everyone to share in the UK and EU.
- Roam Like at Home in the EU included.
- All tariffs are 5G ready.
- All users get access to London Underground Wi-Fi.
- Business Connect accounts can be made up of a mixture of devices i.e., Handset, SIMO and Tablets.

How it works

Step 1

Choose a plan for each user or device

Step 2

Choose account add-ons

Step 3

Choose your individual add-ons

Business Connect plans are offered subject to the following provisions:

- The account requires at least 5 connections.
- At least one connection on the customer's plan will be subject to a 24 or 36-month minimum term.
- At least 1 account level data add-on must be purchased.
- Each connection on the account will be subject to its own minimum term. Line rental charges are per connection and are invoiced monthly.
- Shared data allowances are charged at account level.

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Business Plans (Handset & SIMO) – About

Whatever plan a customer chooses, they'll get a range of benefits that add up to big value and will support their business needs.

Business Essential EE's entry level plan. Customers enjoy unlimited minutes and texts and the fastest 5G speeds. Plus, they get peace of mind with Stay Connected Data and WiFi Coverage Boost.	Business All Rounder Along with everything in EE's Business Essential plan, customers can choose one Inclusive Extra that suits their needs. This includes the option of adding Microsoft 365 Personal, an Apple Service, 500 minutes to call Europe or Business Zone countries with EE's Roam Abroad Pass.	Business Full Works Yes, it gets even better. Customers get the best of everything EE has to offer and then some. Android users can add three Inclusive Extras, while the Apple Full Works plan includes Apple One and a choice of one Inclusive Extra.	45% Revenue Share is paid across all standard Handset & SIMO Business Plans
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Business Plans (Handset & SIMO)	Essential	Essential Unlimited	All Rounder	All Rounder Unlimited	Full Works
Unlimited Mins & SMS					Yes
Fastest 5G Speeds					Yes
UK to EU Mins					
Inclusive Extras	No				No (unless 500 IDD minutes is chosen as Inclusive Extra)
iPhone: Apple Music, Apple TV+, Apple Arcade, TNT Sports, M365P, Roam Abroad Pass, Entertainment Data Pass (excl. Unlimited plans), or 500 IDD minutes to the EU and Business Zone from UK					iPhone: Apple One + Choose 1
Android: Apple Music, TNT Sports, M365P, Roam Abroad Pass, Entertainment Data Pass (excl. Unlimited plans), or 500 IDD minutes to the EU and Business Zone from UK.	No				Android: Choose 3
Stay Connected A feature which enables the customer to continue using data once they have their allowance (data is throttled at 0.5mbps)	Yes	N/A			Yes
EU Roaming		£2.15 per day			£2.15 per day (unless Roam Abroad Pass is chosen as Inclusive Extra)
Dual SIM					iPhone Only

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EE Business Essential Partner Discount Example Deal

Including Device

Tariff - B Essential 50GB £48 (36)

MPN Quantity: 1

Handset: EE Samsung Galaxy S22 128GB 5G Black
Small B2B

Handset Price: £628.60

Line Rental: £48.00

Partner Discount: -£10.00

New Line Rental: £38.00

Duration: 36 months

Commission: £194.64

Partner Discount Commission: -£68.00

Advance: £777.60

Partner Discount Advance: -£162.00

Total: £742.24

Margin: £113.64



EE Business Essential SIMO Partner Discount Example Deal

SIM Only

Tariff: B Essential SIMO 100GB £19 (24)

MPN Quantity: 35

Line Rental: £19.00 x 35 = £665

Partner Discount: -£10.00 x 35 = -£350

New Line Rental: £9.00 x 35 = £315

Duration: 24 months

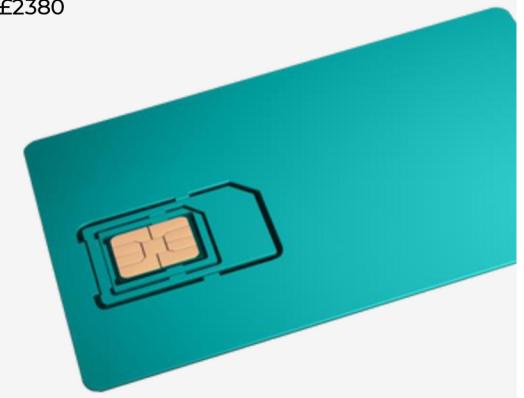
Advance: £205.20 x 35 = £7182

Partner Discount Advance: -£108.00 x 35 = -£3780

Commission: -£68 x 35 = -£2380

Total: £1,022

Margin: £1,022



*Promotional Tariff was used to construct this deal

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Roaming

What is it?

Flexible add-on roaming options for businesses working abroad. With EE's roaming options, customers can use their phone abroad in some of the most popular destinations.

What's available?

Europe Roaming If your plan doesn't include Roam Like at Home, a Smart Benefit or add-on for roaming in the EU/EEA, a daily charge of £2 will apply to use your mobile in the EU/EEA. **Roam Abroad Pass** Roam like at home in 54 countries. All your allowances work like when you're at home, in 47 European destinations + 7 ROW (**7 ROW: USA, Canada, Australia, New Zealand, Mexico, China & South Africa**) **Roaming Passports** The simple range of EE daily and monthly passports gives customers assurance that they can roam outside of the EU without worrying about unexpected charges. Combined with EE's Roam Like at Home zone, the Roaming Passports means that EE now has voice, text and data options in up to 107 x countries across the world. **Roaming & IDD Bundles** Inclusive calls are to standard mobile and landline numbers within relevant countries and do not include calls to premium rate, non-geographic or other non-standard numbers which are charged at standard roaming rates. Roaming bundle rates only apply when customers use their device outside of the UK. For a full list of Roaming Zone countries please see the EE Price Guide for Small Business, at www.ee.co.uk/businessterms

Roaming&International Direct Dial (IDD) Add-ons	Line Rental (ex. VAT)	Commission	Inclusions	Tariff Code
30 Day				
Bus Zone Roam Extra 250 mins	£13.06	£0.00	250 mins,250 texts &250MB data for use in BusinessZone2018 countries:USA,US Virgin Islands, Australia, Canada, China, India, Israel, New Zealand, Singapore, and Turkey	YBZEXTRA
IDD EU Voice 50	£3.26	£0.00	50UK to EUIDD minutes	YIDDEU50
IDD EU Voice 100	£5.21	£0.00	100UK to EUIDD minutes	YIDDEU100
IDD EU Voice 250	£11.74	£0.00	250UK to EUIDD minutes	YIDDEU250
IDD ROW Voice 50	£5.20	£0.00	50UK to Rest of World IDD minutes	YIDDRW50
IDD ROW Voice 100	£10.44	£0.00	100UK to Rest of World IDD minutes	YIDDRW100
IDD ROW Voice 250	£23.50	£0.00	250 UK to Rest of World IDD minutes	YIDDRW250
USA and Canada Voice 500	£6.52	£0.00	500 UK to USA & Canada minutes	YIDDUS500
Unlimited IDD Voice & SMS to Rep Ireland	£6.52	£0.00	Unlimited calls & texts to ROI from Northern Ireland	YEIREIDDB
Roam Abroad Pass (Handset/SIMO)	£10.00	£0.00	Standalone monthly add-on to use domestic allowances in EE's Europe Zone and 7 Rest of the World destinations	YBEUROWM
Roam Abroad Pass (Connected Devices)	£10.00	£0.00	Standalone monthly add-on to use domestic allowances in EE's Europe Zone and 7 Rest of the World destinations	YBEUROWMC
12 Month				
Business Monthly Passport	£3.9.19	£0.00	Unlimited talk & texts & 10GB in 13 countries	YBZPASSPM
World Monthly Passport	£58.79	£0.00	Unlimited talk & texts & 10GB in 59 countries	YWZPASSPM



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MOBILE BROADBAND

EE Connected Devices

Never run out of data with ConnectedDevicesplans that yourcustomerscanrely on.

Mobile Broadband Commercials

Available on 1m, 6m, 12m, 24m, 30m & 36m terms. 45% revenue share paid.



CONNECT IN CLOUD
CONNECTION • COMMUNICATION • COLLABORATION



EE SMART WATCH PLANS

Stay connected on the move, even without your phone

Your customers can link their Smart Watch to EE's Smart Watch tariffs today!

Samsung Galaxy Watch6 available now on Giacom Hardware.



SAMSUNG

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EE Corporate

For
250+
employees

3 reasons to choose EE Corporate



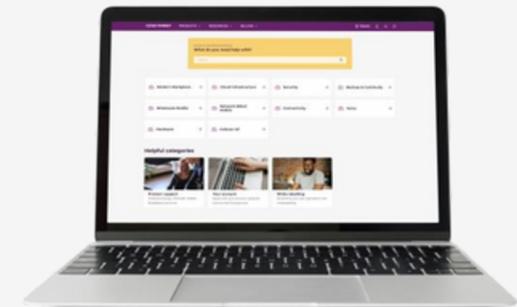
Bespoke Options



Flexible Tariffs



Ideal for Large Businesses



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EE CORPORATE BESPOKE
**EE Corporate Bespoke
is designed for new
EE customers with
over 250 employees**

[Find out more](#)



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Your Plan

Your Plan from EE gives customers flexibility. They can choose at account level between a single pot of data for each user, or shared data that everyone in the company can use. Both options come with calls, texts, roaming and a range of optional add-ons.

No mixing and matching between Shared and Single, or between secured and unsecured; one choice must be made for the whole account. Any contracts with mixed tariffs will be rejected.

Your Plan Shared

You would choose shared when the customer wants to roll out data across the whole fleet without having to choose packages for individual users at the lowest entry point.

Your Plan Single

You would choose single when the customer is only ready to roll data out to part of the fleet or greater allowance per user is their biggest concern.

STEP 1: Select Roaming Option

Corporate Daily Roamer or Travel Allowance Bundles

STEP 2: Add Unlimited Voice & Texts to Voice Users

Plans are based on a 24m contract. Unlimited voice and texts can be added to all users on the account or just to those who need it. You must, however, use the same price point for each sharer you add this onto.

STEP 3: Choose Shared Data Bundles

Data bundles come with Super Secure Starter (Cloud) built in, just select the pot of shared data you would like. You can also stack these bundles to build up your pot of data.

STEP 3: Choose Single Data Bundles

Choose the Super Secure Select data bundles that are required.

STEP 4: Add Any Other Extras

Additional value-added services.

Shared: Customer Example:

100 connections, 90 voice users and 10 data only connections. Corporate Daily Roamer and shared data allowance chosen at account level on every connection.

- 1 Leader
- 99 sharers
- 90 unlimited UK calls and texts
- Shared data allowance added to the leader
- 5G bundles as standard

Single: Customer Example:

150 connections. All users are voice and data users. Corporate Daily Roamer chosen at account level on every connection.

- 1 Leader
- 149 sharers
- 150 unlimited UK calls and texts
- Individual data allowances can be set at the connection level
- 5G bundles as standard



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Meet our multi-award winning team

Key Contacts

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INTRODUCING SMART MOBILE DATA
**Game-changing Cellular
IoT powered connectivity**

[Find out more](#)



Check out our
SMD vs. MBB
Comparison





Any questions on this handbook?

Please contact your Partner Manager
directly or alternatively:
distribution.sales@giacom.com
03304 333 888 , Opt 1, Opt 2, Opt 1