

# Network Billed Mobile O2 Handbook

Version 1.10



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View all tariffs and bonuses  
within the Library Guides on  
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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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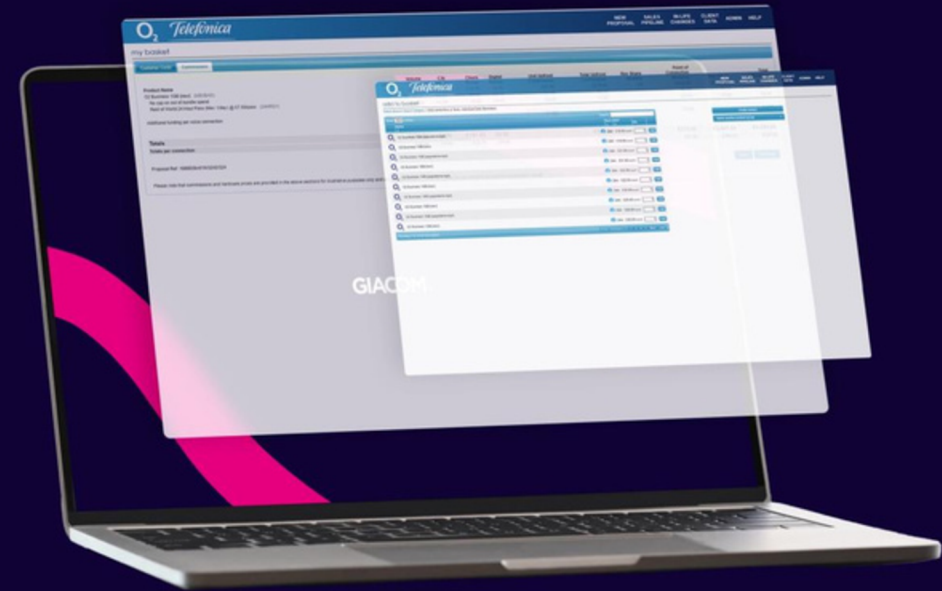
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# Our O2 Proposition Provisioning System

- Bespoke Funding
- Self-serve
- 24/7
- Ensures quicker processing times
- Fully compliant contracts
- No paperwork required
- Traceability of orders
- Keep everything in one dedicated place
- Spend caps are selected as part of the provisioning process (spend caps are mandatory on all orders)

[View our Proposition training](#)



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## Why O2



### Award-Winning Network

O2 is a multi-award-winning network which is recognised industry-wide. To view their most recent achievements, visit the O2 website [here](#).



### Free EU Roam Like at Home

Do your customers travel for business? With O2, they can benefit from free EU roaming at no extra charge (up to 35GB).



### Flexible Plans

With O2, your customers can benefit from greater flexibility with their unique tariff options. Customers can flex their data up or down every month to suit their needs.



### Data Rollover

O2 automatically rolls over unused data to the next month so it won't go to waste.



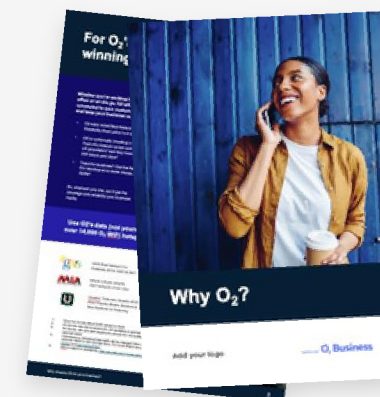
### O2 Priority

With O2 Priority, your customers and their teams can access a range of exclusive discounts, freebies and experiences, including tickets to thousands of gigs and events 48 hours before general sale.

**O2's 5G Investment**  
O2's 5G network now covers over 50% of the UK population.

## Brand your 'Why O2' White Labelled Guide

Visit Knowledgebase on Cloud Market to download these assets.



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**What's new?**

**Promotional Offers**

Small Biz Double Data Promotional Offer - Available until 11th Dec 2024				
Tariff	Line Rental	New Connection Bonus	Rev Share Adv.	Duration
Small Biz SIMO 20GB	£16.00	£0.00	£153.60	24

These promotional tariffs all include unlimited UK to UK mins & texts, Business Flex and EU RLAH.

**O2 Increased Bonus Offer**

We are delighted to announce some significant enhancements to O2's commercial offering. These improvements are designed to help Partners win on O2 by introducing really competitive bonuses, allowing you to structure deals that are attractive to the customer.

Firstly, there are now 2 great value O2 Unlimited offers available from 11/06/24:

- O2 Small Biz (1-9) Unlimited £36 on a 36m contract with a new connection bonus of **£120**
- O2 Business (10+) Unlimited £36 on a 36m contract with a new connection bonus of **£150!**

To connect the Business Unlimited offer please select the Business Unlimited tariff (O2BUSUNLTD\_44\_36 or O2RESBUSUNLTD\_44\_36 – O2 Code MC3AMA) and select an £8 discount on Proposition.

O2 are also offering increased new connection bonuses on a selection of Business (10+) tariffs:

6GB LR £22 – new connection bonus now **£55**

20GB LR £26.50 – new connection bonus now **£75**

70GB LR £30.50 – new connection bonus now **£95**

Unlimited LR £44 – new connection bonus now **£205**

**Visit the O2 Partner Hub**

Besure to nevermiss any ofO2's latest news again by accessing the O2 Partner Hub. This portal has a series of marketing toolkits and promotional materials that can be used to engage with your customers and help generate more leads.

For more information about the O2 Partner Hub and to register, please contact your Partner Manager.



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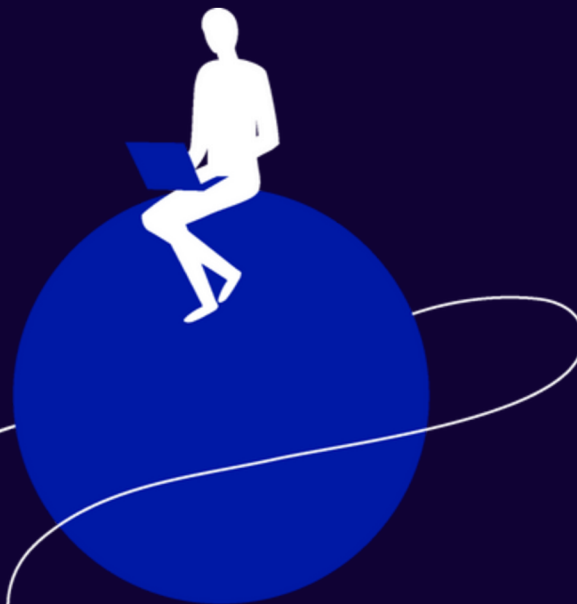
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# SMALL BIZ & BUSINESS

Designed to fit around  
your customers' business



O<sub>2</sub> Business

## 3 reasons to choose Small Biz & Business



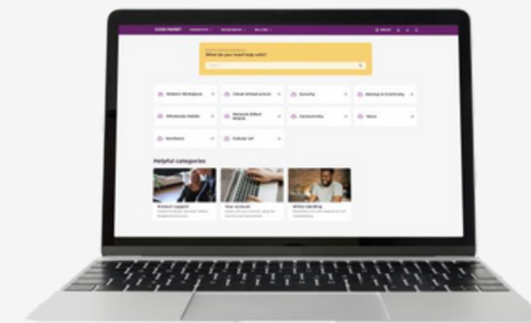
Roam Like at Home



Data Rollover



Flexible Tariffs



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

[Visit Knowledgebase](#)



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## Small Biz & Business – About

### Small Biz Tariffs

With inclusive data  
Available for  
1-9 connections

### Business Tariffs

With inclusive data  
Available for  
10+ connections

#### Overview:

**Inclusive Calls:** Small Biz and Business plans come with unlimited calls to Voicemail 901, landlines and mobiles.

**Roam Like at Home:** Roam Like at Home (RLAH) is included in all Small Biz and Business tariffs. Business International Call Saver Pass: Unlimited also includes

**Business International Call Saver Pass (Small Biz Only):** This pass allows customers to make calls from the UK to all destinations in all countries Worldwide. Calls from the UK to countries in O2's Europe Zone (Zone 1 and 2) as well to North America (Zone 4 – USA and Canada) will be charged at 5p per minute. Calls from the UK to all other countries (Zones 3, 5, 6) are charged at 10p per minute.

**Business International Call Rates Pass: (Business Only)** This pass allows customers to make calls from the UK to all destinations in all countries Worldwide at a charge of 16p per minute from the UK to countries in our Europe Zone (Zone 1 and 2) as well as to North America (Zone 4–USA and Canada). All other countries are charged at £1.00 per minute to call from the UK (Zones 3,5,6).

**Business Tariffs:** Access competitive international calling rates on Business Tariffs.

**5G Access:** Enable 5G services on Small Biz, Business or SIMO tariffs with a data allowance of 1GB or above with the 5G Access bolt on. See the O2 Bolt On section in the Library Guide for more information.

**Data Rollover:** Available from 6GB and above (this does not include for example 3GB double data tariffs which gives the customer 6GB), excluding unlimited.

**Flexible Tariffs:** Customer can change tariff (up and down the ladder by as many tariff points as they want) once per billing cycle, during the minimum term.

### Small Biz & Business Commercials, Out of Bundle & Roaming Rates

40%

Revenue Share is paid across all Handset & SIMO Small Biz & Business plans

40%

NEW! Revenue Share is paid on Promotional Offers



Earn up to £210 in New Connection bonuses

[See Out of Bundle & Roaming Rates](#)

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Small Biz & Business – Tariff Inclusions

Small Biz & Business HandsetPlans										
UK Data	0GB (Business only)	1GB	3GB	6GB	20GB Unlimited	50GB (Small Biz only)	70GB (Business only)	100GB (Small Biz only)	Unlimited	
UK Mins & Texts										
Data Rollover	Not included			Included						Not included
Business Flex	Not included	Included								
EU Roam Like at Home	Included									
UK to EU Mins & Texts*	Not included				500	2,000				
Business International Call Saver Pass (small biz only)	Not included								Included	
Business International Call Rates Pass (Business only) 5G Access	Not included (can be purchased separately for £5)								Included	
	Available									

Small Biz&BusinessSIMOPans								
UK Data (Small Biz)	1GB	-	-	6GB	20GB	50GB	-	Unlimited
UK Data (Business)	-	2GB	4GB	6GB	20GB	-	100GB	Unlimited
UK Mins & Texts	Unlimited							
Data Rollover	Not included			Included				Not included
Business Flex	Included							
EU Roam Like at Home	Included							
UK to EU Mins & Texts*	Not included				500			2,000
Business International Call Saver Pass (small biz only)	Not included							Included
Business International Call Rates Pass (Business only)	Not included (can be purchased separately for £5)							Included
5G Access	Available							

\*UK to EU Mins & Texts included:

- Terms apply, see [o2.co.uk/terms](https://o2.co.uk/terms)
- Usage cap of 500 or 2000 mins and 500 or 2000 texts and then standard charges apply
- UK to EU minutes and texts included only available in zones 1 and 2



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## O2 Business Example Deal Including Device

**Tariff: Business Unlimited £44.00 (36)**

**MPN Quantity: 1**

**Handset:** Samsung Galaxy S21 5g 128GB

**Handset Price:** £627.27

**Line Rental:** £44.00

**Duration:** 36 months

**Bonus:** £70.00

**Advance:** £633.60

**Total:** £703.60

**Margin:** £76.33



## O2 Small Biz SIMO Example Deal SIM Only

**Tariff - O2 Small Biz 20Gb SIMO £16.00 (24)**

**MPN Quantity: 1**

**Line Rental:** £16.00

**Duration:** 24 months

**Advance:** £153.60

**Total:** £153.60

**Margin:** £153.60



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# BUSINESS SHARED

Share data allowance  
amongst employees



O<sub>2</sub> Business

## 3 reasons to choose Business Shared



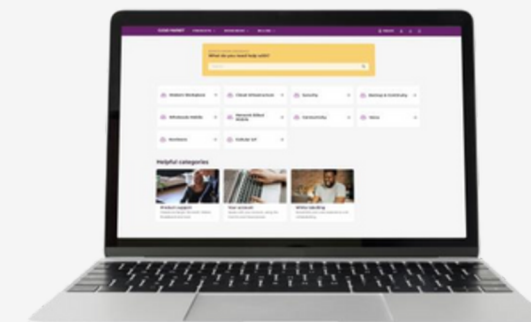
Tailored to the  
customers' needs



Roam Like at Home



Bespoke options



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

[Visit Knowledgebase](#)



Business Shared - About

**What is it?**

Some employees will use more data than others. With O2's sharer tariffs, your customers won't have to be on top of who's using what.

They can share a pot of data between all their staff, making it more cost-effective and easier to manage.

**Shared Data Bolt Ons**

All Shared Data Bolt Ons are listed within the O2 Library Guide.

- Data Rollover:** Included on all Shared Data Bolt Ons
- EU Roam Like at Home:** Included as standard
- 5G Access:** Available to all Shared Data Bolt Ons

Shared Data Tariffs		
30 Day / 24 Month / 36 Month		
	Business Shared Data (10+ connections)	Data Only Shared Data (10+ connections)
Minutes & Texts	Unlimited	N/A
Data	Select a Shared Data Bolt On from the O2 Library Guide	
Cost per month	£10 - £25	£2 - £10
Rev. Share Adv. 30 Day	Paid monthly	Paid monthly
Rev. Share Adv. 24 Month*	£201.60	£19.20
Rev. Share Adv. 36 Month*	£302.40	£28.80

\*Rev. share shown is an example based off LR of £21 per month for Business Shared Data and £2 per month for Data Only Shared Data. Please see the O2 Library Guide for more options.

How does it work?

Example: 10 numbers want to share 10GB data

- The 10GB data is associated with one MPN on the account at £30.
- That MPN will also pay for example, £20 and get unlimited minutes and texts.
- 7 other MPNs could pay £20 each, share the data and get unlimited minutes and texts.
- 2 other MPNs could pay £2 each – share the data but get NO minutes and texts.

Bespoke & Alternative Price Points

O2 has bespoke discounts and alternative price points on the Business Shared Data and Data Only Shared Data tariffs.

All standard price points are available in the O2 Library Guide.

Please speak to you Partner Manager to discuss your options.

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## O2 Business Sharer Example Deal Including Tech Fund

**Tariff: Business Shared Data (voice) £21.00 (24)**  
**Data: 40Gb Shared Data – £120.00**

**MPN Quantity:** 35

**Total Line Rental:** £855.00

**Duration:** 24 months

**Total Advance:** £8,208

**Tech Fund to Customer:** £5,700

**Margin:** £2,508

**Margin per MPN:** £71.66



O<sub>2</sub> Business

# YOUR WINNING ACE IN THE CORPORATE GAME



Samsung Galaxy  
A Series Enterprise  
Edition available on  
Giacom Hardware

GIACOM. | SAMSUNG

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MOBILE BROADBAND

# Do more, on the move

With O2's Small Biz & Business MBB Data  
Only tariffs, your customers can power up  
and get online wherever they are.

## Mobile Broadband Commercials

Available on 12m & 24m  
term. 40% revenue share  
paid on all MBB tariffs.



O<sub>2</sub> Business

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





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# PRIORITY

from O<sub>2</sub>

## Exclusive rewards and experiences that saves O2 customers money everyday.

Priority is O2's premium loyalty programme, designed to thank customers for being with O2. With Priority, customers unlock a world of exclusive rewards and experiences available only to O2 and Virgin Media customers.

Customers can enjoy 48-hour ticket pre-sales to thousands of exclusive gigs and events nationwide, featuring some of the world's biggest artists – all at no extra cost. Additionally, they gain access to exclusive competitions and deals on food and drink, travel, home entertainment, and high-street shopping.



To keep things fresh, rewards are updated monthly based on customer preferences.

A real differentiator, O2 Priority is one of their most iconic propositions, helping O2 stand out in the market. Last year, O2 Priority offered access to 6,000 shows with 1.4 million tickets claimed, demonstrating its continued growth and success.

[Explore what's on offer](#)



**O<sub>2</sub> Business**





INTRODUCING SMART MOBILE DATA

# Game-changing Cellular IoT powered connectivity

[Find out more](#)



Check out our  
**SMD vs. MBB**  
Comparison



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## Meet our multi-award winning team

### Key Contacts

#### Distribution Sales

[distribution.sales@giacom.com](mailto:distribution.sales@giacom.com)

03304 333 888 (option 1, 2, 1)

#### Hardware

[hardware@giacom.com](mailto:hardware@giacom.com)

[distribution.hardware@giacom.com](mailto:distribution.hardware@giacom.com)

#### Support Team

[b2bconnections@giacom.com](mailto:b2bconnections@giacom.com)

#### Product Team

[mobileproduct@giacom.com](mailto:mobileproduct@giacom.com)

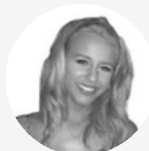


#### Marc Finney

Sales Manager

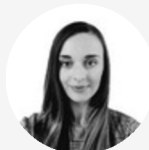
[Marc.Finney@giacom.com](mailto:Marc.Finney@giacom.com)

07880241622



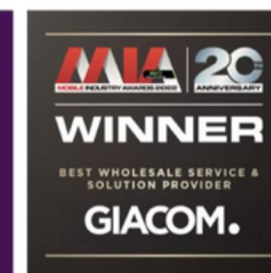
#### Chelsey Millar

Mobile Campaign Manager



#### Frances Mattison

Mobile Product Manager



# Any questions on this handbook?

Please contact your Partner Manager  
directly or alternatively:  
[distribution.sales@giacom.com](mailto:distribution.sales@giacom.com)  
[03304 333 888](tel:03304333888) , Option 1, 2, 1