

Unlimited Mobile Data for 10 people for \$35/m per person

page 10



Let's talk business

Volume 24



**FIGHTING
FOR FAIR
FOR KIWI BUSINESS**



*Fair use policy applies. Max speeds reduce to 1Mbps after 40GB/m, per person & hotspotting speeds may be reduced further during periods of network congestion.
\$35 per person, per month price based on total bill of \$350 per month divided by 10 connections.
Pricing will vary depending on the number of connections in each account (up to 10). All pricing excludes GST. One account and one bill. See 2degrees for full T&Cs.

A message from Andrew Fairgray

Hello everyone



I hope you and your family are staying safe during this time.

I write this as we have just moved to level two and the shift to lockdown and working from home is still a fresh memory. As you moved home, so did we, and being available to our customers, to keep them connected mattered more than ever.

Our 100% NZ based call centre team has been at the front line of that support. And they too were working from home. One of the team, Curtis, says he's been half play centre, half call centre and I'm sure many parents understand the challenge.

Kiwi businesses are going to see the impacts of Covid for some time to come, now is the time we need to rally together and support our local economy by shopping local.

There are two ways we can do this.

The importance of shopping local is not new to us. Last year we offered five \$20,000 advertising packages for kiwi business in five regions around NZ to win through our Shop Local competition. We wanted to encourage New Zealanders to support their local economy and get to know their local brands. What better way to support awesome kiwi businesses, than helping them to share what they do?

The second is by delivering the best experience and network we can. We're proud to have invested close to a billion dollars building our network that covers 98.5% of the places kiwis live and work. Our own 2degrees national mobile and broadband networks have stood up to the lockdown challenge.

We have always been committed to continuous improvement of our own network and in early May we introduced a new infrastructure sharing agreement. This replaces our previous national roaming agreement and our customers are already enjoying an improved service in less populated areas and regional roads around the country.

Chat to one of our team to see how we can support your business | 0800 022 002

Andrew Fairgray
Chief Business Officer

Contents

- 4** Business Mobile and Broadband
- 6** Innov8HQ Case Study
- 8** Business Mobile Plans
- 10** Featured Products/Offers
- 12** Business Connect
- 14** Daily Business Roaming
- 17** Business Broadband
- 18** Cloud PBX
- 20** Why Choose 2degrees
- 22** WiFi Calling

Are you getting the best **Business Mobile and Broadband** deal?

With Kiwi business' current challenges and the hard times ahead, keeping costs down is now more important than ever. Many businesses can benefit from shopping around – so why not take a few minutes to check you have the best deal on business mobile and broadband? 2degrees offer affordable, quality solutions with fully operational NZ based support.

Right now, businesses can make significant savings by joining us - like a recent new customer with 3 connections, where their bill dropped a nice 60%, from \$350 per month to just \$140 per month. To top it off, they also enjoy 40 gig each of unthrottled data, with free hotspotting and landline on their mobile.

It's easy to see if you can save with 2degrees:

Send us your telco invoice

OR

Use the following as a cost guideline

Simply send us your telco invoice and we'll check to see if we can deliver you a more cost-effective solution, including on broadband. We often have extra non-advertised promotions we can offer you too.

On a 2degrees Business Unlimited* Mobile Plan, the first connection is \$80 excl. GST, then it's just \$35 excl. GST for every one thereafter. We also have more affordable options, but this is the best value for those who need buckets of data.

Get in touch with us on 0800 022 002 to quickly check if you can save on your business telco needs

They measured fairness and guess which telco won?

Hint:



2degrees ranked 5th in Colmar Brunton's fairness leaders in NZ 2020. The other telco's aren't even on the list.

FIGHTING FOR FAIR
FOR KIWI BUSINESS





Building regional strength through co-working space | 2degrees and INNOV8HQ

2degrees is one of NZ's largest telecommunications providers with over 1 million customers, offering both personal and business mobile and broadband services.

Since bursting on to the scene in 2009 and slashing costs for Kiwis to text and call, 2degrees has continued their mission to Fight for Fair for Kiwis for the last 10 years. Whether they're delivering market leading roaming offers for their business customers, broadband to the country, or launching groundbreaking products like Carryover Data or shared Pool Plans, 2degrees is here for the people and businesses of NZ.

2degrees has invested close to \$1 billion in their national network which provides coverage to over 98.5% of the places Kiwis live and work.

The team has over 1,200 people across the country, a national store network and NZ-based call centres in Auckland and Christchurch.

In the highly competitive national market, many corporates and government organisations have chosen 2degrees as their preferred partner. In the Health, Government and Education sectors 2degrees has gained

market share by focusing on premium SIP, Calling, Internet, WAN, LAN, WiFi, Mobile, Telephony and Managed Services.

The Dunedin business team covers the lower South Island with clients from Invercargill to Oamaru and across to Queenstown.

Local business growth is heavily influenced by client referral, affordable quality and professional customer services

We caught up with Shane Cohen, 2degrees Corporate Business Manager for the lower South Island, to get his insights on building regional strength through relocation to a co-working space.

Why did 2degrees consider relocating to a coworking space?

SC: "2degrees views Otago and Southland as an important regional hub. Our primary goal is to support our local customers and allow both local support and long line as required to remote offices. We have a small team of three people that perform roles in 2degrees business sales. Roles include Regional Manager, Senior Client Success Manager and a Business Development Manager.

With our commitment to growth, we became cognizant of limited office capacity to grow the current

team. The previous physical location was in the retail hub of Dunedin on George Street. We wanted a physical environment that reflected the 2degrees values as an industry leader and innovator. We were looking for a space that increased staff collaboration and engagement and somewhere you'd be proud to host clients and prospects."

What were 2degrees' biggest challenges in relocating to a co-working space?

SC: " In 2019 we had been working hard to develop our local business brand as we planned for growth into the new decade. At the management level, we had concerns about creating a great modern workspace for the 2degrees team as well as being authentically immersed in the local business community."

What due diligence did you complete to scope your relocation options?

SC: "We started by visiting a few Dunedin co-working spaces to get a feel for each one. All the sites are thoughtfully designed and each had its own flair. We also tried to identify the location and spaces that enabled a natural sense of intimacy and community. This became a critical factor in our choice of location."

Why did you end up choosing INNOV8HQ as your co-working home?

SC: "An aspirational goal for us was to become part of the business ecosystem rather than outside influence. This means growing our brand from within through authentic credibility rather than selling from the outside. INNOV8HQ has a unique blend of open plan, internal offices and meetings rooms that allowed us to instantly become part of the resident community while retaining our own identity and autonomy. An added bonus is the monthly networking activities that encourage and sustain the resident vibe.

Heidi Renata, INNOV8HQ's co-owner and onsite manager, was also very collaborative and flexible toward our technical requirements which meant upgrading the entire site to corporate-grade fibre which is 10GB capacity and 1GB wireless WiFi. The combination of this resulted in a premium co-working experience to support staff, service clients and host prospects."

What are the key results 6 months down the track?

SC: "Our new environment is fantastic. The INNOV8HQ experience takes care of daily resident pastoral care and the rental investment works well for a small regional team.

The team and management have been impressed with the high level of professionalism that the INNOV8HQ partnership brings to the local 2degrees brand.

What has been really powerful is the authentic business relationships that have developed by being part of a co-working community. This is a space and community we want to be in and be part of.

Our clients and partners have loved the easy access and great meeting facilities at INNOV8HQ. In our previous location, we were isolated with poor parking and difficult client access.

As we grow and hire INNOV8HQ is also a differentiating advantage for recruiting new staff. Interviewing onsite is a great teaser for their future!"

INNOV8HQ Ltd is Dunedin's premier co-working space designed to support and grow start-ups, SMEs and regional corporate teams. Founded in 2016 and wholly owned by the Renata family it is located at 123 Vogel Street the modern hub of Dunedin's business precinct.

INNOV8HQ is home to 12 resident businesses representing 10 sectors and a growing cohort of non-resident co-workers, training and event guests. The space offers over 373sqm of resident space, 100sqm of hot-desk space, 20sqm of meeting room space, 11sqm kitchen and 9sqm of fully equipped rest facilities. Co-share services range from 10GB fibre capacity with 1GB wireless WiFi, online web service support to printing, photocopying, and refreshments. Residency 24 hour access is secured via SAITO swipe technology and building access managed by Dunedin Security.

"With over a decade experience in the telecommunications sector, I have huge appreciation and admiration for 2degrees' high tech solutions. Co-working with a disruptive technology provider is a perfect synergy. We're really enjoying the challenge of remaining agile and client-centric in this fast-moving sector."

Heidi Renata, CEO and Co-Owner INNOV8HQ



Steven and Heidi Renata - Co-Owners of INNOV8HQ

Want to learn more?

innov8hq.com
2degrees.nz

INNOV8HQ



FIGHTING FOR FAIR FOR KIWI BUSINESS



Business Choice Mobile Plans

Plans for individuals

Choose your plan depending on your data needs

Our Business Choice Plans are open term, include NZ Carryover Data, Unlimited* Calls and Texts, Voicemail, daily business roaming and Landline On Your Mobile, making it easy for you to stay in touch with what matters.



\$38/m (excl. GST) S

3GB

NZ Carryover Data

Unlimited* Calls & Texts
to NZ & Aussie

Data sharing included

Landline On Your Mobile

Hotspotting included

\$0 and \$7 daily
business roaming to
over 100 destinations

\$45/m (excl. GST) M

5GB

NZ Carryover Data

Unlimited* Calls & Texts
to NZ & Aussie

Data sharing included

Landline On Your Mobile

Hotspotting included

\$0 and \$7 daily
business roaming to
over 100 destinations

\$58/m (excl. GST) L

15GB

NZ Carryover Data

Unlimited* Calls & Texts
to NZ & Aussie

Data sharing included

Landline On Your Mobile

Hotspotting included

\$0 and \$7 daily
business roaming to
over 100 destinations

\$80/m (excl. GST) UL

Add up to 10 people
for \$35 each

Unlimited*

NZ Data

*Max speeds reduce after
40GB/m per person

Unlimited* Calls & Texts
to NZ & Aussie

Voicemail included

Landline On Your Mobile

Hotspotting included

\$0 and \$7 daily
business roaming to
over 100 destinations

*Fair Use Policy applies. Unlimited Data: Max speeds reduce to 1Mbps after 40GB/mth, per person & hotspotting speeds may be reduced further during periods of network congestion. Choice Plans: Std NZ/AUS mins and person to person text only. Prem. rate Nos. excld. NZ data usage only. Plan, LOYM and Shared Data T&Cs apply. Visit 2degrees.nz for full T&Cs. Daily business roaming: Daily rate applies if you use your phone including receiving calls, voicemail and texts. Use your Business Plan NZ calls, texts and data for at no extra cost in AUS or \$7/day in selected destinations. Exclusions apply including Int. Chat Pack. NZ Int. rates apply to Int. calls. A day is 00:00 to 23:59 NZ time. May use in AUS for 90 days per year. Destinations subject to change. 300kbps max speeds apply in selected destinations. Fair Use Policy and T&Cs apply, visit bus-roam.2dm.co.nz for more info.

UNLIMITED* MOBILE DATA FOR 10 TEAM MEMBERS

\$35/m PER PERSON



A fair deal

Our Unlimited* Business Choice Plan gets cheaper the more team members you add, up to 10 total users. If you add 9 others, it's just \$35/m per person. You also get Unlimited* Minutes and Texts to NZ & Aussie.



Hotspot enabled

Stay connected by using your data your way. We think it's only fair that hotspotting to your laptop, tablet and other devices is included.



No long-term contracts

We understand that in business things rarely stay the same, so all our mobile plans are open term. If you decide you're no longer on the right plan, you can switch. Easy.



Interest free phones

It's easy to get a new phone on these plans with interest free monthly repayments over 12, 24 or 36 months^.

After a new phone?

12, 24 and 36 month interest free options now available to suit any budget



Sound fair? Let's chat.

Get in touch with our Business Team on 0800 022 002

**FIGHTING
FOR FAIR**
FOR KIWI BUSINESS



Interest free options apply to phones over \$199

*Fair use policy applies. Max speeds reduce to 1 Mbps after 40GB/m, per person & hotspotting speeds may be reduced further during periods of network congestion. \$35 per person, per month price based on total bill of \$350 per month divided by 10 connections. Pricing will vary depending on the number of connections in each account. All pricing excludes GST. One account and one bill. See 2degrees for full T&Cs. ^Plan conditions and Mobile Repayment Option terms and conditions apply. See 2degrees for full T&Cs.

Interest Free T&Cs apply. Visit 2degrees.nz for full T&Cs.

Business Connect Mobile Plans

Plans with one shared pool of data

One simple shared plan for the mobiles in your business. Whether you have 2 or 200 connections, our Business Connect plan offers you great value and the convenience of one bill.



1 Choose your pool of shared data



Data pool options range from 8GB to 150GB of NZ Carryover Data which lasts up to a year

Talk to one of our team members about your data requirements

2 Add up to 200 connections

Add a mobile connection

Talk & Text Connection[^]

\$26 per month (excl GST)

Access to the team's shared pool of NZ Carryover Data

Unlimited* Calls & Texts to NZ & Aussie

Voicemail included

Landline On Your Mobile

\$0 and \$7 daily business roaming to over 100 destinations

Add a data only connection (e.g. tablet)

Data Device Connection[^]

\$8 per month (excl GST)

Access to the team's shared pool of NZ Carryover Data

Hotspotting included

\$0 and \$7 daily business roaming to over 100 destinations

*Fair Use Policy applies. Standard landline and mobile calls. ^When your shared data pool is running low, you'll automatically have 10GB NZ Data added to your account for \$110 (excl GST). This auto top-up data is valid 30 days (i.e. is not NZ Carryover Data) but is used first before any Carryover Data. Your shared data pool's Carryover balance is capped at 200GB. Prices shown for adding mobiles and tablets are per month and per connection. Prices exclude GST. Plan, LOYM and Shared Data T&Cs apply. Visit 2degrees.nz for full T&Cs.

Daily business roaming

With our no-fuss pricing, 2degrees business roaming keeps international work trips simple and helps you keep business as usual while overseas

Business roaming in Aussie at no extra cost

\$0

Daily business roaming in Australia

Roam like you're at home whilst in Australia using your NZ business plan allocations (minutes, texts, data) at no extra cost.

- Call and text back to NZ at no extra cost
- No need to set up or buy packs before traveling

\$7

Daily business roaming in over 100 destinations

For just \$7 per day you can use your NZ business plan allocations (minutes, texts, data) in over 100 popular business destinations. This means you can make and receive calls, send texts, and use data like you would when you're in New Zealand.

- Excludes calls or texts to premium rate or satellite numbers
- International Chat Pack, special rates, promotions and deals are not included and may incur additional charges on use overseas
- International rates apply if calling or texting countries outside the local destination, NZ or Aussie
- Reduced maximum speeds of 300kb per second apply in certain \$7 daily business roaming destinations

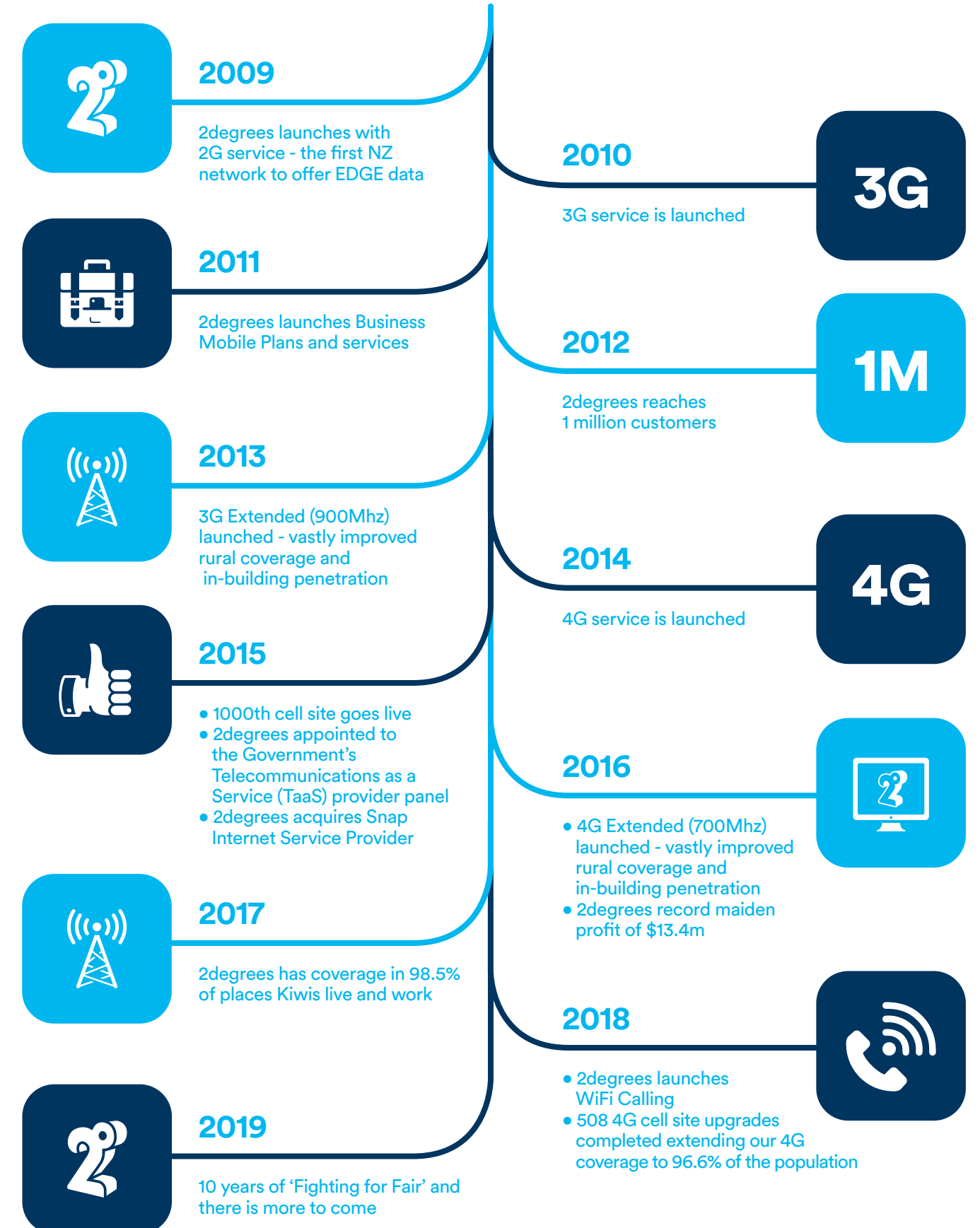
\$50

for 500MB business roaming add-ons

Manage your roaming data costs in over 55 destinations with a data add-on valid for 30 days.

We're Fighting for Fair

Do you remember what the telco environment was like pre 2009? You may have blanked it out. We don't blame you. Before 2degrees, there were no Carryover minutes, texts or data, no data sharing, a standard call was 89 cents per minute, and unlimited certainly wasn't a customer facing word. New Zealand deserved better than that.





Business Broadband, Unlimited possibilities

2degrees Unlimited Broadband plans now go at gigdiculous speeds

- Unlimited Data is standard on all plans
- A Smart Line with Unlimited Calling to landlines and mobiles in New Zealand and Aussie can be added for just \$10 (Includes Caller ID and Voicemail) Additional lines are just \$14
- Get a \$8.70 per month (excl. GST) discount if you have a 2degrees mobile account
- Free high spec business grade modem, free shipping, and free installation on a 24 month term

\$89/m
for 24 months

100/100Mbps
Unlimited Data

OR

\$109/m
for 24 months

900/500Mbps
Unlimited Data

Sign-up online:

**2dm/co.nz/businessbroadband
or call 0800 022 002**

Fair Use Policy applies. Standard landline and mobile calls.
Stated speeds are based on theoretical maximums and actual speeds will vary. Standard fibre connection is up to 100/100Mbps and increased speeds are up to 900/500Mbps. Additional charges may apply to non-standard installations and changes to Connections/Services. Add-ons recur monthly until stopped. Early termination charges apply to fixed term plans if you leave early. Includes standard install. See 2degreesmobile.co.nz/termsfuse/broadband/business for full terms.

2degrees Cloud PBX

Seamless voice solutions for your business

Talk to your local Business Sales Consultant to find out if 2degrees Cloud PBX is right for you

Need a phone system but don't want to buy one?
Use our online phone system called Cloud PBX.

It's simple, scalable, and flexible with a range of handset options. Access your phone system through your browser to manage settings for call routing, pick-up groups, extensions, messages, contact lists, call logs and much more.

- Perfect if you're looking to upgrade your old copper line system to fibre
- Runs over 2degrees Business Broadband
- Supports up to 20 users per site
- Add Unlimited Calling plans for Unlimited NZ and Australian landline and mobile calls

Call 0800 022 002



Why businesses are choosing 2degrees



Call and text Aussie at no extra cost

With all of our Business Mobile Plans you can call and text both NZ and Australian mobiles and landlines at no extra cost. Perfect for if you're expanding your business over the ditch or keeping in touch with Aussie-based suppliers.

Business Broadband you can rely on

You can count on our business broadband plans to offer speed when you need it, and give you cost certainty with unmetered data and calling. Business grade broadband boosts your efficiency with higher upload speeds needed for video conferencing and sharing files from home.

World class mobile network

We have 98.5% of places Kiwis live and work covered so you can enjoy your mobile how you want, where you want. We've invested over \$964m in our nationwide mobile network and associated infrastructure - and we're not done yet!

No long-term contracts

Let's face it, in business things rarely stay the same. All our mobile plans are open term, so if you decide you're not on the right plan you can switch. There's also an open term option for business broadband if you're happy to pay for the modem. It's that easy.

Carryover Data

It's hard to predict your business needs from month to month. Which is why on 2degrees, your unused data is yours to keep for up to a year. Plus NZ Carryover Data on our Business Connect Plans applies to your business' shared pool, so it benefits your whole team.

NZ based Call Centres

Our New Zealand based business call centres operate seven days a week, so we are there when you need us.

WiFi Calling

WiFi Calling allows you to make and receive calls and texts anywhere in the world that has a suitable WiFi connection, even if there is no mobile coverage. Calls and texts to NZ and Australian numbers simply come out of your Plan - so whether you're overseas or at the bach, if you have WiFi, you have 2degrees coverage.*

**Find out more online or talk to
your local Sales Consultant**

2degreesbusiness.co.nz

No mobile coverage? No worries.

We're the only network in NZ that lets you use WiFi Calling to make calls when reception is a bit iffy, including on board aircraft when flying



We love the Kiwi landscape, but sometimes all those rolling hills, gullies and fancy new office buildings can get in the way of great mobile reception.

WiFi Calling is a service exclusively available in NZ on 2degrees. It allows you to make and receive calls anywhere in the world with a WiFi connection, even if there is no mobile coverage. So whether you're away on an international flight or at the bach, we've got you covered.

The best bits

- **No extra mobile charges, just more coverage**
When you're in NZ, any calls or texts you make while using WiFi Calling come out of your plan allocation as they usually do.
- **Call home while you're overseas**
When you're overseas, it works the same way. Your WiFi calls and texts back home come out of your plan too – as if you are in NZ. Plus there's no charge when you receive a call.
- **It's fuss free**
There's no app to download, and no pack to buy. As long as you have a compatible phone with the latest software, just turn on WiFi Calling in your phone settings, connect to WiFi and get calling or texting.

Some things to know

- **Compatible phones**
We have a selection of phones that support WiFi Calling with more being added all the time. Visit 2degrees.nz/wificalling to see the latest list.
- **Broadband**
If you are using a 2degrees broadband plan to make WiFi Calls we will not charge you for the data you use. If the WiFi you are using to make WiFi Calls is not "free" or connected to an unlimited broadband plan you will incur broadband charges from your broadband provider for the data you use making WiFi Calls. But don't worry! WiFi Calling only uses about 1MB of broadband data per minute, so 1GB of broadband data will give you approximately 1,000 minutes of calling.

To find out more about how WiFi Calling can benefit your business see 2degrees.nz/wificalling

We've got a world class mobile network

We've invested over \$964m on our nationwide network that covers 98.5% of the places Kiwis live, work and play.



It's easy to do business with 2degrees

Talk to us today

0800 022 002 | 2degreesbusiness.co.nz

