

Delivering business broadband to employees' homes with Work from Home Fibre

page 14

Introducing the new Samsung Galaxy Note20 | 20 Ultra for your business

page 4



Let's talk business

Volume 25



**FIGHTING
FOR FAIR**
FOR KIWI BUSINESS



A message from Andrew Fairgray

Hello everyone,



I hope you and your loved ones are safe and healthy at this time.

In the last couple of weeks, we've had a reminder of Covid's impact as the country moved up alert levels and a second lockdown was put in place for Auckland.

These shifts have created additional economic challenges for businesses across the country, while they're still recovering from April's nationwide lockdown.

I'm pleased to report that as they did earlier in the year, our mobile and broadband networks worked well, and our Kiwi based call centre returned to working from home during the heightened alert period, to ensure businesses across the country stayed connected and kept working through.

At 2degrees, the alert level changes are another reminder of how important it is to help small businesses so they can keep doing their bit to boost the economy of their neighbourhood, their region and the country.

That's why we've partnered with Stuff to run our Shop Local competition for the second year in a row. The competition will award a \$20,000 marketing package to a small business in the Waikato, the Bay of Plenty, and two businesses in Auckland.

I recently wrote an article for Stuff about why we're proud to be the power behind Shop Local and we've re-published it on page 7. To learn more about the competition, make sure you have a read.

In addition to Shop Local, there are plenty of other ways we're working to support local businesses across the country. This month we've started switching on improved 4G coverage in less populated areas and on the roads between New Zealand's towns and cities. The 4G roll-out is nationwide and will be completed by mid-2021.

We're also developing new products to ensure your business thrives in a changing world. Last month we launched Working from Home Fibre, providing office quality broadband into your home that includes a web-filtering security add on for free.

In addition to all these improvements, we continue to offer all our business customers expert support and advice via our New Zealand based team.

Take care,
Andrew Fairgray | Chief Business Officer

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

Contents

- | | | |
|---|-----------------------------------|-------------------------------|
| 4 Samsung Galaxy Note20 20 Ultra | 6 Featured Products/Offers | 7 Shop Local |
| 8 Business Mobile Plans | 10 Antipodes Case Study | 12 Business Connect |
| 14 Business Broadband | 17 Cloud PBX | 18 Why Choose 2degrees |

SAMSUNG

**After a Samsung Note20 or Note20 Ultra?
Call us on 0800 022 002**



Galaxy Note20 Ultra

The Powerphone built to empower your business



Samsung Notes & S Pen

Make notes directly on PDFs with the highly responsive S Pen



Video Conference

Video call with hyperfast 5G connectivity*



Secured by Knox

Help keep your business safe with built-in security

Screen image simulated.
5G services and functionality are dependent upon network provider and are only supported in 5G network enabled locations. Actual speed may vary by country, carrier, data plan, network/user environment, content provider and other factors.

We've got your business sorted for when we can travel

2degrees daily business roaming will keep your future work trips simple with our no-fuss pricing and help 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 NZ.

- 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 other destinations with a data add-on valid for 30 days.



Emma Gillard, Emma's at Oxford, North Canterbury - 2019 winner.

2degrees is boosting small businesses across the country

By Andrew Fairgray

In the last 5 months, Kiwi businesses have had to demonstrate their strength and resilience like never before. Covid has hit businesses hard and we'll be feeling the impacts for a while to come.

But it's also reminded us how important small businesses are to our towns and cities and New Zealand's economy.

When Kiwi's missed personal connection, we yearned for our local café. When we were nervous about our food supply we thought of the friendly faces at our local butcher. And there's no forgetting our hairdressers, architects of that incomparable first cut, and catch-up, post-lockdown.

For many of us, the friendly face at our local small business was the first contact we had outside our bubble when lockdown ended.

That's because those businesses offer so much more than goods and services. They offer connection to our local community and a sense of comfort and normality that we all sorely missed.

That's why it's been so important to the local team at 2degrees that we use our tools and expertise to support Kiwi businesses throughout Covid, and into the new uncharted territory we find ourselves in.

We know connectivity is crucial to businesses, so we've spent over \$1 billion dollars building out our network site-by-site across New Zealand. Now, we're investing even more to improve mobile and broadband connectivity across the country so your business doesn't miss a beat.

Our goal is to allow business owners to get on with doing what they do best – running their business and connecting communities.

Shop Local gives us another opportunity to do this. Last year hundreds of businesses across the country put their hands up to be considered for the competition and we boosted 5 local businesses by putting \$20,000 towards their marketing and advertising.

This year, more than ever, we think Shop Local will make a difference to business owners who are working hard to keep their businesses going and make up for lost time and revenue during lockdown.

With their marketing costs covered, this year's Shop Local winners will be able to focus on making the coffee you connect with your best mates over, or the fresh cut you get from your butcher or your barber; and they'll be doing their bit to boost the economy of the neighbourhood, the region and the country. Seems like a pretty fair deal to us.

We know local businesses have a lot on their plate right now, and this is a way for them to get one more thing ticked off their to do list, on us. That's why we're proud to be the power behind Shop Local.



Saran and Amy Tepavac, Hamills Fishing and Hunting Specialists, Taupo - 2019 winners.

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)

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)

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)

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)

Add up to 10 people
for \$35 each

40GB

Full speed NZ Data

Then unlimited data at up to 1Mbps[^]

Unlimited* Calls & Texts
to NZ & Aussie

Voicemail included

Landline On Your Mobile

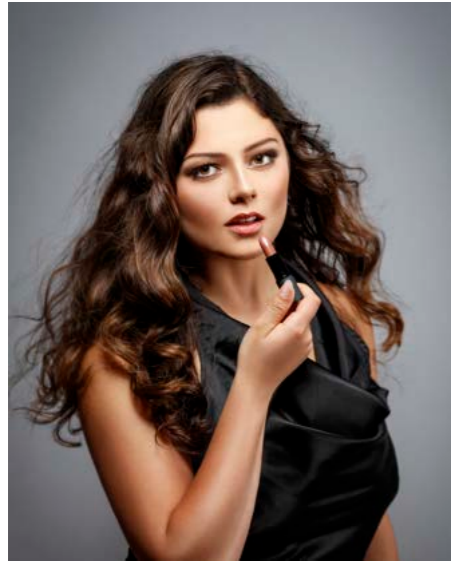
Hotspotting included

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

[^]Max speeds reduce to 1mbps after 40GB/m, per person & hotspotting speeds may be reduced further during periods of network congestion. At reduced speeds you can mostly use your data on your phone the same as before but image quality, loading times and high-speed applications will be impacted. *Fair Use Policy applies.

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.

Helping Antipodes blaze trails: A business partnership



The company has grown steadily since its inception and now has a large team focused on developing and marketing its natural products and brand to the world.

Working in partnership with Antipodes® every step of the way is 2degrees, which has worked alongside the green beauty brand to incorporate mobility and more technology into its operations.

Antipodes® Systems Expert and Administrator Liann Leyland says the partnership with 2degrees has allowed the brand to deliver exceptional customer centricity, in real-time.

“Our brand ambassadors and channel marketers spend a lot of time on the road travelling New Zealand, so we need a reliable communications provider that ensures we are connected at all times. With 2degrees, our team can access our company’s databases from anywhere and upload customer information using their iPads in real-time during their workday. This saves a huge amount of time and has created a lot more freedom for our staff, which, in turn, has increased our productivity,” she says.

Leyland says Antipodes’ relationship with 2degrees has flourished as their company has grown.

As a trailblazer in the natural makeup and skincare market, Antipodes® is a highly innovative, scientifically validated organic beauty brand pioneering a new niche in skincare globally: certified organic and premium natural products with skin performance proven by science. The New Zealand company harnesses the skin-enhancing prowess of pure natural ingredients, including bioactive forest botanicals, manuka honey, and raw superfruit extracts. These are combined with science and innovation to create high-tech formulations for eco-conscious world citizens.

Antipodes® is now sold in many countries to many passionate devotees, including a number of international celebrities. The brand’s products continue to win multiple beauty and health industry awards for performance the world over.

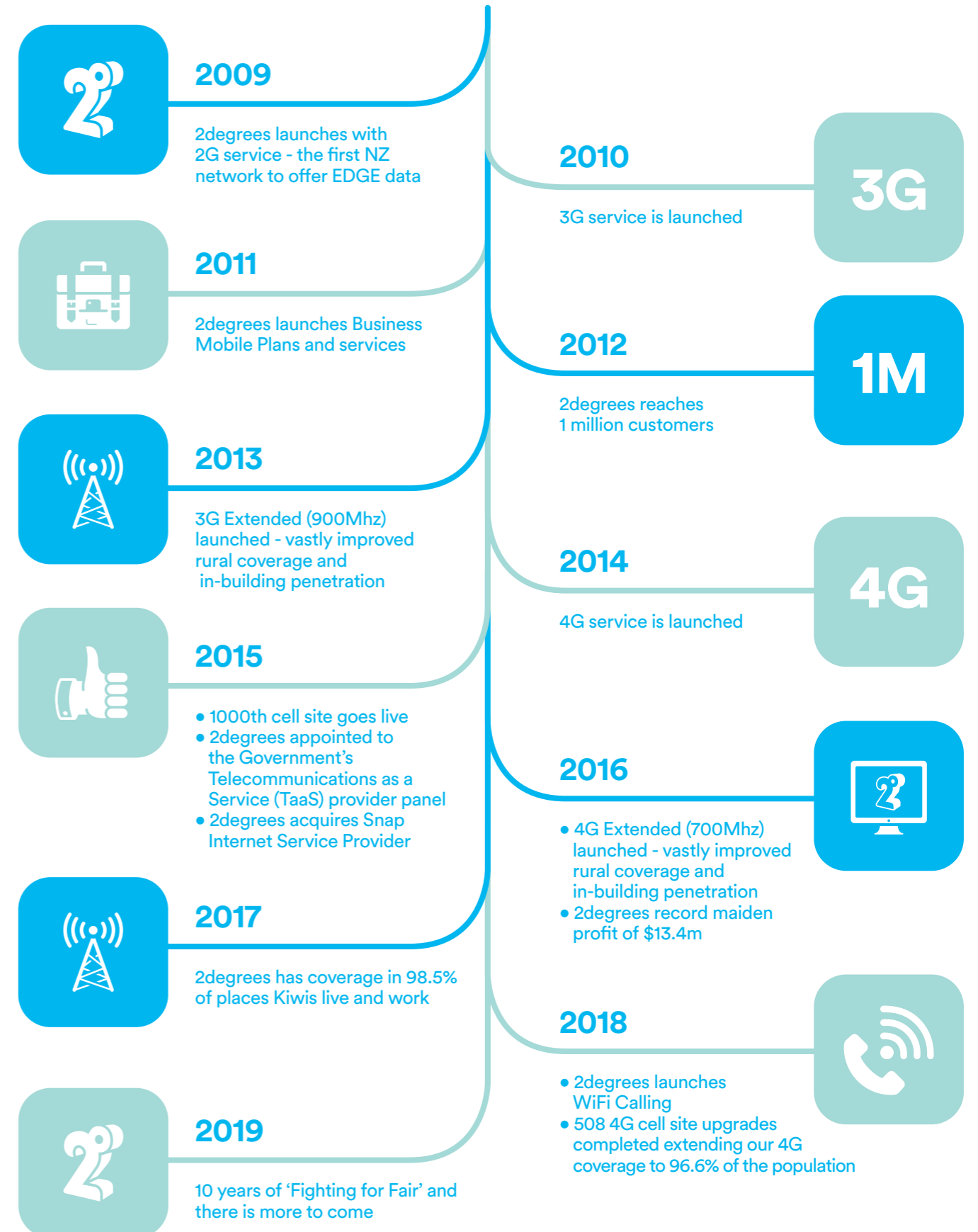
We switched to 2degrees and have never looked back. 2degrees works with their clients as a business partner – rather than simply as a supplier. Our business manager constantly sits alongside us to review how we are using our communications with the objective of constantly streamlining and tailoring our package as our business changes and grows. It’s a great relationship and we receive an outstanding level of service.

“If any issues occur, they are dealt with really quickly and communication is always made a top priority. It’s an exciting time for our company and we feel we have the best communications partner onboard to support us as our brand continues to expand globally.”



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 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 900GB 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.



Business Broadband, wherever you work

Business Broadband can now be delivered to your home for faster uploads and better security

- 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 \$14
- Free high spec business grade modem, free shipping, and free installation on a 24 month term
- Web-filtering security add-on included at no extra cost with Work from Home Fibre
- Get a \$8.70 per month (excl. GST) discount if you have a 2degrees mobile account

Work from Home Fibre 100

\$89/m

Up to
100/100Mbps
Unlimited data

Free web-filtering
security add-on

Smart Fibre 100

\$89/m

Up to
100/100Mbps
Unlimited data

Smart Fibre 900

\$109/m

Up to
900/400Mbps
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 900/400Mbps. 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. **Work From Home Fibre:** Residential addresses only. Not available alongside 2degrees' 900/400 home broadband service or any broadband service provided by a third party supplier. Fibre not available everywhere. Plan and other T&Cs apply to Business Broadband services, see 2degreesmobile.co.nz/termsfuse/broadband/business

2degrees Cloud PBX

Seamless voice solutions for your business

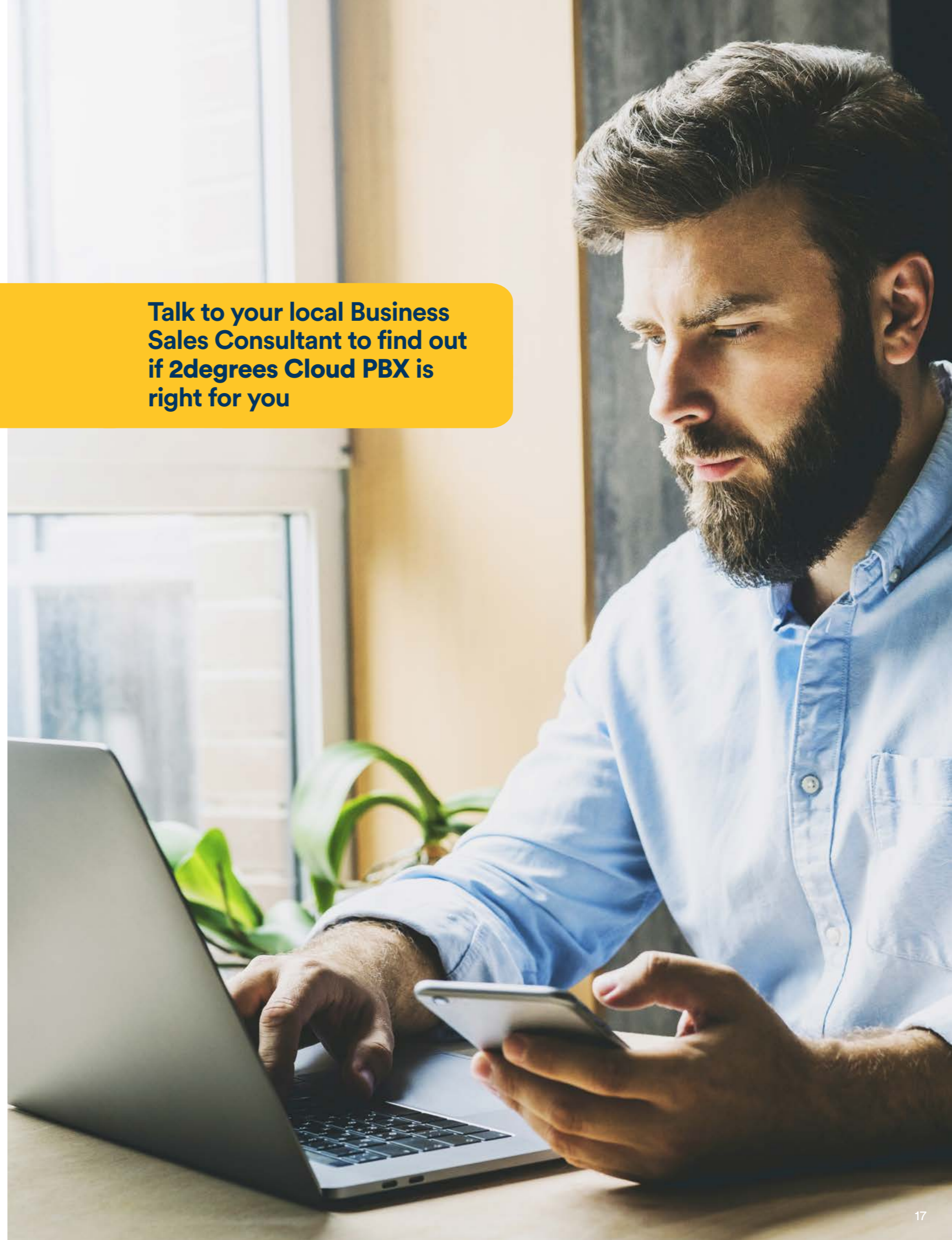
Need a phone system but don't want to buy one?
Use our online phone system called Cloud PBX.

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

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



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 \$1 billion 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.*

2degreesbusiness.co.nz

New Zealand is built on the entrepreneurial spirit of Kiwi businesses. People with the get up and go to have a crack at something. And that attitude of ingenuity, action and independence isn't just a business thing - **it's a Kiwi thing.**

At 2degrees we understand that running a business is a rollercoaster. The highs are higher, and the lows can feel a little tougher.

Because owning or running a business is more than just building fences or doing people's taxes.

Business is as personal as it gets. The lives you support. The promises you make. That's not your business doing that - that's you.

To truly help Kiwi businesses, we know we have to be 100% focused in what our customers care about:

Like the here and now, rather than the far-flung future;
On getting the basics right;
Having an NZ based team to always talk to;
Offering value, and affordable quality;
And jumping on any problem like our business depends on it.
Because guess what - it does.



Hard-working Kiwi businesses have never needed smart, fair-minded people in their corner more. And we're proud to be there for them, fighting the fair fight.

**2degrees
Fighting for Fair for Kiwi Business**