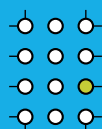


competitive rates & a complete service
our tariff sheet



*business class
communications*

- ✓ no long term commitments
- ✓ one point of contact, only one number to call
- ✓ special rates for professional firms & between offices...
- ✓ *plus save up to 40% on all your call charges*

| Network Tariff | PN-A1 | PN-B1 | PN-C1 | All PN Tariffs | |
|--|-----------|-------------|---------|----------------|------------|
| | daytime | daytime | daytime | evening | weekends |
| Qualifying Monthly Call Charges ¹ | £1 – £199 | £200 – £999 | £1,000+ | | |
| Call Charges per Minute: | | | | | |
| To other Professionals ³ | 1.25p | 1.25p | 1.25p | 1.25p | 1.25p |
| Local Calls | 1.55p | 1.45p | 1.35p | 1.25p | 1p |
| Regional/National Calls | 1.55p | 1.45p | 1.35p | 1.25p | 1p |
| O2 | 12p | 11p | 10p | 10p | 7.5p |
| Vodafone | 12p | 11p | 10p | 10p | 7.5p |
| Orange | 12p | 11p | 10p | 10p | 7.5p |
| T-Mobile | 12p | 11p | 10p | 10p | 7.5p |
| Minimum Call Charge | 2p | 2p | 1p | as daytime | as daytime |

All call charges are in pence per minute, billed to the nearest second. Minimum call charges are in pence per call.

| Quarterly Line Rental ² | Hobbs Parker Telecom | BT |
|------------------------------------|----------------------|--------|
| Analogue Line | £36.00 | £41.15 |
| ISDN 2E (Low Start) | £82.50 | £93.00 |
| ISDN 30E Channel | £40.50 | £45.48 |

Our tariffs compare extremely favourably with BT's Business Plan scheme. Unlike BT, **we don't tie you into long term commitments**, and, as we don't use a "capped call system" like they do, you won't be penalised for making short duration calls. Remember, over 90% of all business calls are less than 3 minutes long!

1 Your PN Tariff is based on your average monthly call spend. If you would like us to assess this before you complete your order, please don't hesitate to call us on 0800 195 1558.

2 BT rates are believed to be correct as at 1 July 2003. Please be aware that these do not allow for any BT discounts which may be available to you. We are happy to prepare a detailed assessment of likely savings.

3 These rates apply when calls are made to the professional firms in the south east (including solicitors; accountants; chartered surveyors; financial advisors; insurance brokers and others) registered on our database. This also includes all of a customer's offices. A list of the current members of the south east professionals telecom network is available on request.



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