

# Price List of the

## I. Lease fiber-optic (dark fiber) - SIOL

The monthly price for rent money, a fiber-optic is **0.28 euro (excluding VAT)** per meter of fiber pairs on the contractual period 1 year.

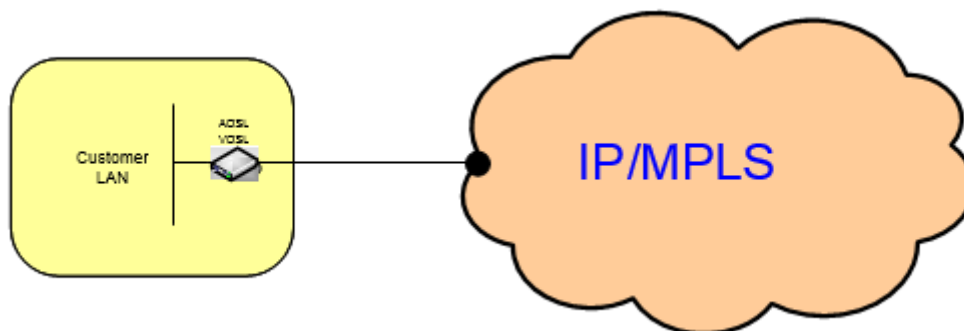
Depending on the length of the shares on which the rental period, in signing the contract, as well as the method of payment, commercial discounts are possible price above a month.

## II. Lease capacity of VPN L2 service – SLA Offer - SIOL

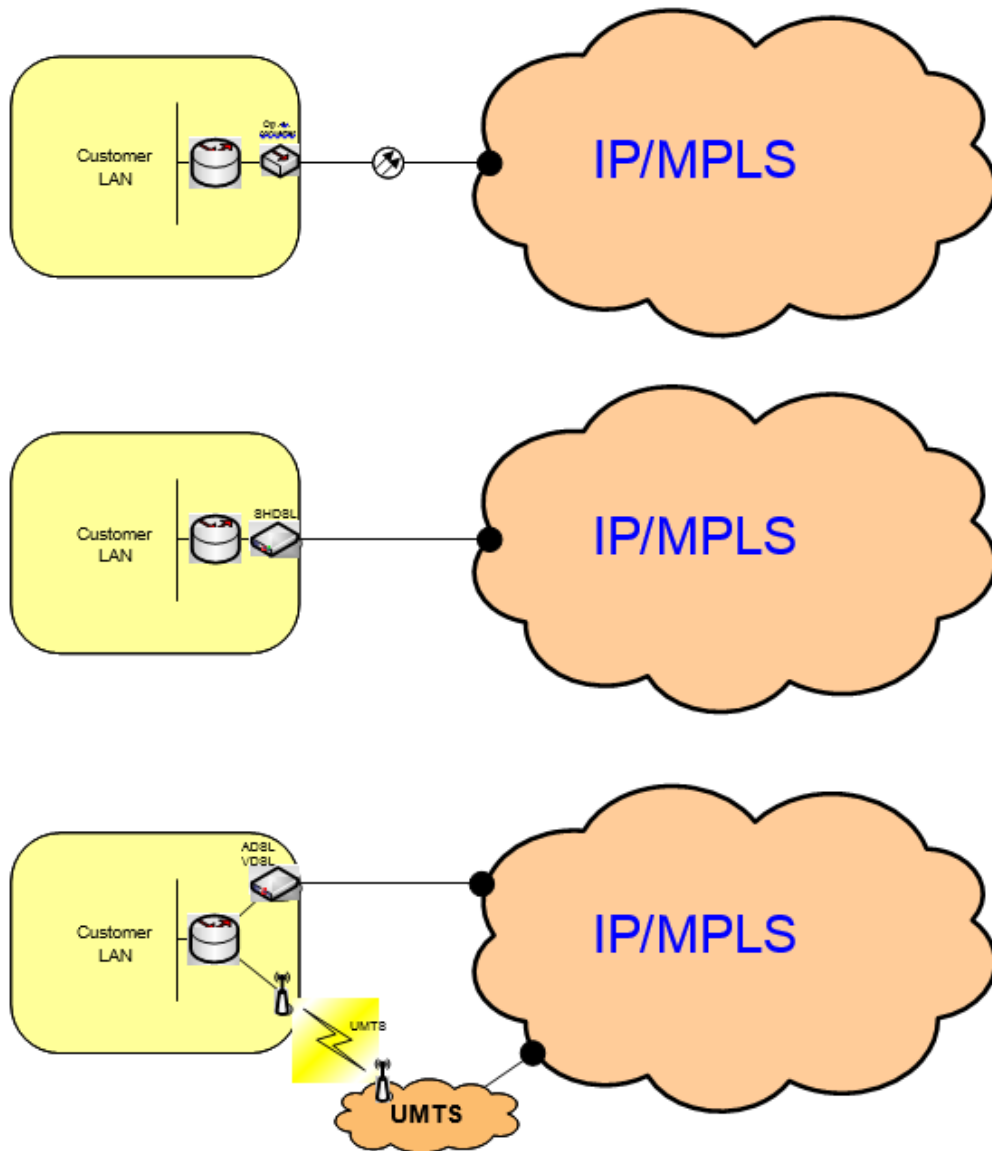
The offered capacity of the VLAN of the 2 Mbit / s to 10Gbit / s. The price is made up of one-time price for the connection (setup fee) and monthly prices for leased capacity. The user can choose between four packages SLA offers:

Type of SLA package	Availability (%)
Platinum	99,95
Golden	99,8
Silver	99,5
Bronze	95

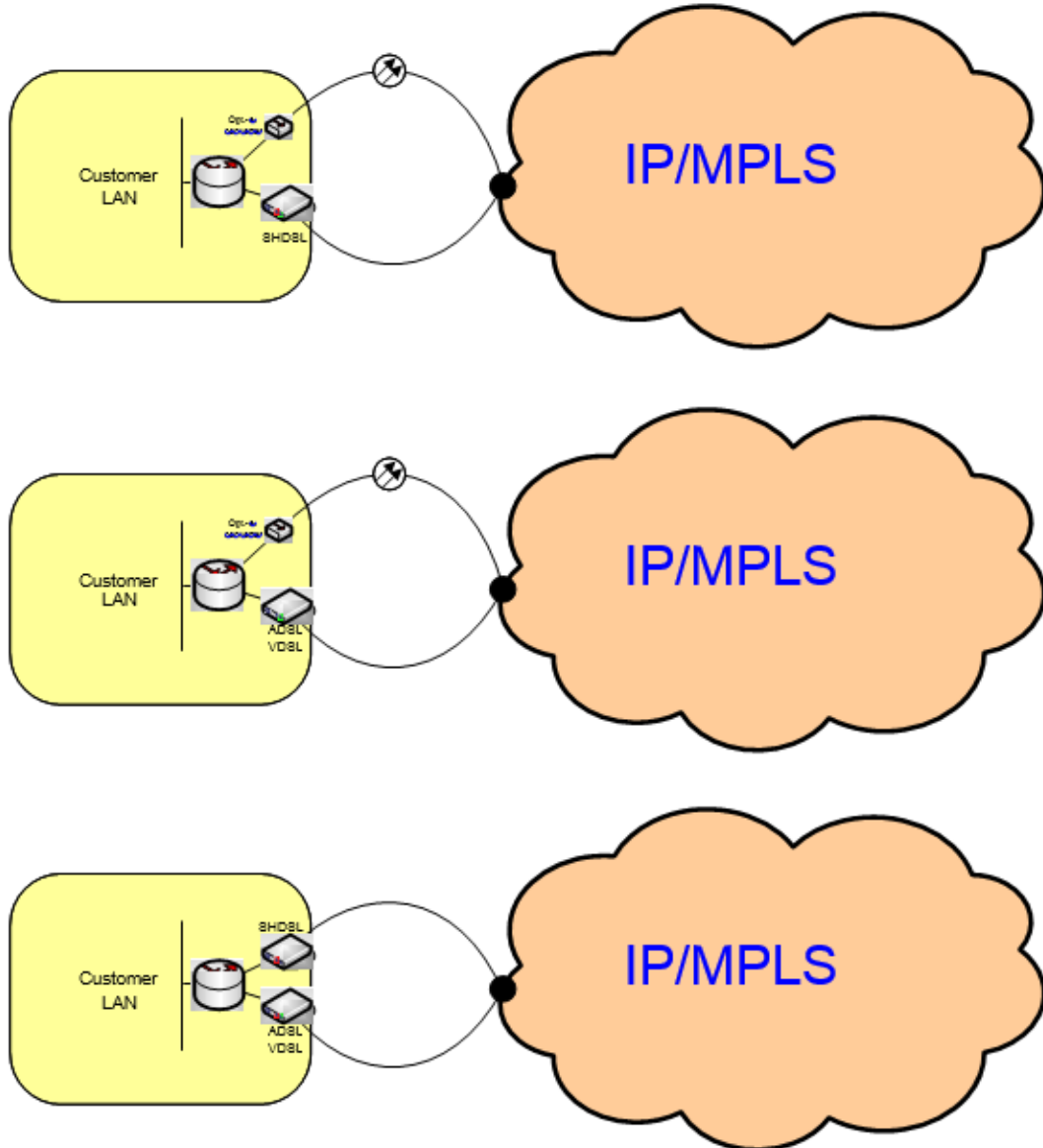
The "Bronze" package on scheme provides the following:



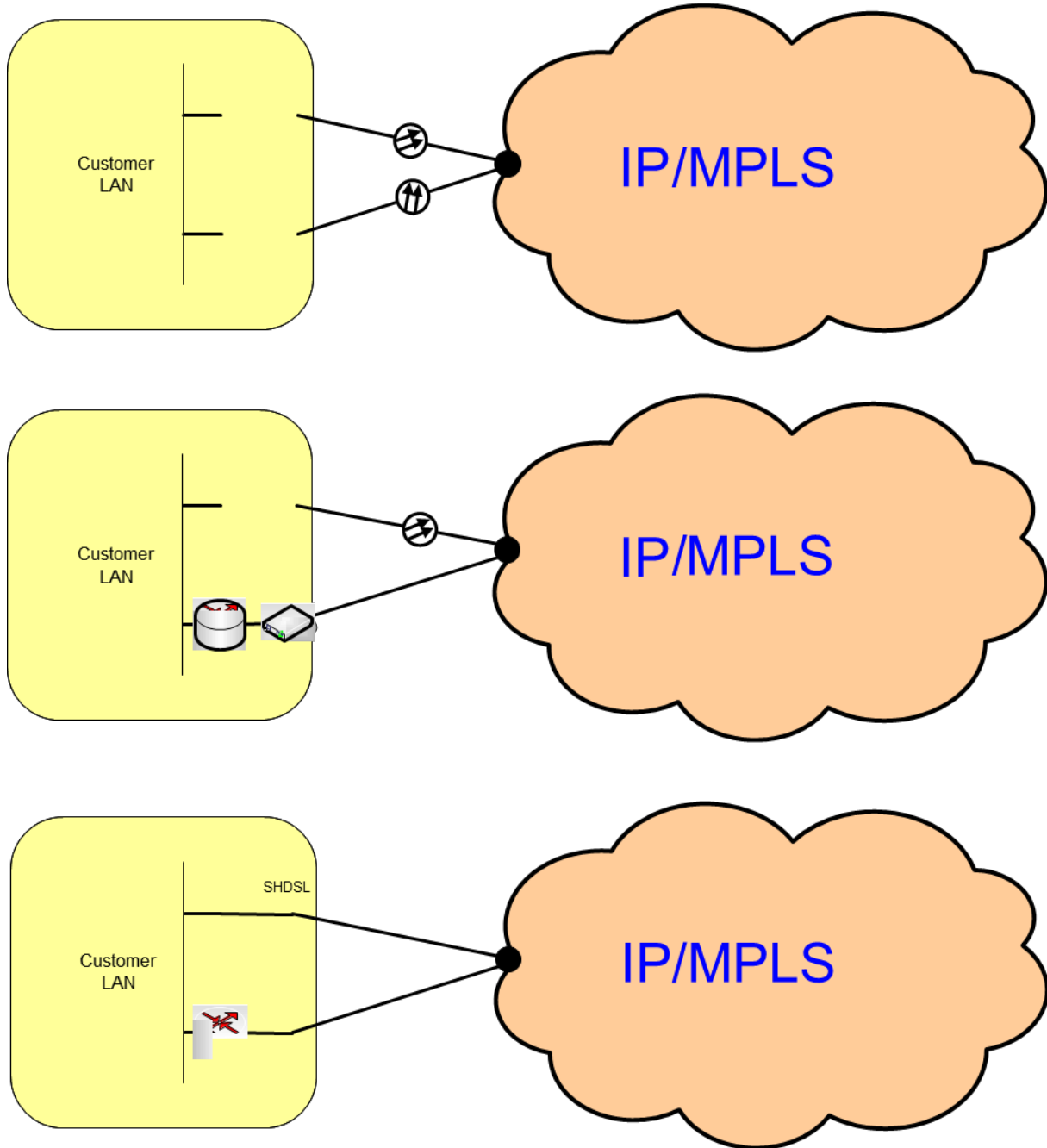
The "Silver" package on scheme provides the following:



The "Golden" package on scheme provides the following:



The "Platinum" package on scheme provides the following:



The price list of the VPN L2 – VLAN service is:

Lease for VPN L2 links - VLAN (without PDV)			SLA				MRC Total			
Capacity:	set up fee:	monthly fee:	sla bronze	SLA Silver	Sla Golden	SLA Platinum	MRC bronze	MRC Silver	MRC Golden	MRC Platinum
-2 Mbit/s	990,00 €	339,00 €	99,00 €	199,00 €	399,00 €	499,00 €	438,00 €	538,00 €	738,00 €	838,00 €
-4 Mbit/s	990,00 €	468,70 €	99,00 €	199,00 €	399,00 €	499,00 €	567,70 €	667,70 €	867,70 €	967,70 €
-6 Mbit/s	990,00 €	552,15 €	99,00 €	199,00 €	399,00 €	499,00 €	651,15 €	751,15 €	951,15 €	1.051,15 €
-8 Mbit/s	990,00 €	610,18 €	99,00 €	199,00 €	399,00 €	499,00 €	709,18 €	809,18 €	1.009,18 €	1.109,18 €
-10 Mbit/s	990,00 €	639,41 €	99,00 €	199,00 €	399,00 €	499,00 €	738,41 €	838,41 €	1.038,41 €	1.138,41 €
-20 Mbit/s	990,00 €	794,83 €	99,00 €	199,00 €	399,00 €	499,00 €	893,83 €	993,83 €	1.193,83 €	1.293,83 €
-40 Mbit/s	990,00 €	928,83 €	99,00 €	199,00 €	399,00 €	499,00 €	1.027,83 €	1.127,83 €	1.327,83 €	1.427,83 €
-60 Mbit/s	990,00 €	1.000,40 €	99,00 €	199,00 €	399,00 €	499,00 €	1.099,40 €	1.199,40 €	1.399,40 €	1.499,40 €
-80 Mbit/s	990,00 €	1.058,72 €	99,00 €	199,00 €	399,00 €	499,00 €	1.157,72 €	1.257,72 €	1.457,72 €	1.557,72 €
-100 Mbit/s	990,00 €	1.103,70 €	99,00 €	199,00 €	399,00 €	499,00 €	1.202,70 €	1.302,70 €	1.502,70 €	1.602,70 €
-200 Mbit/s	990,00 €	1.418,21 €	99,00 €	199,00 €	399,00 €	499,00 €	1.517,21 €	1.617,21 €	1.817,21 €	1.917,21 €
-300 Mbit/s	990,00 €	1.732,73 €	99,00 €	199,00 €	399,00 €	499,00 €	1.831,73 €	1.931,73 €	2.131,73 €	2.231,73 €
-400 Mbit/s	990,00 €	2.047,25 €	99,00 €	199,00 €	399,00 €	499,00 €	2.146,25 €	2.246,25 €	2.446,25 €	2.546,25 €
-500 Mbit/s	990,00 €	2.361,74 €	99,00 €	199,00 €	399,00 €	499,00 €	2.460,74 €	2.560,74 €	2.760,74 €	2.860,74 €
-600 Mbit/s	990,00 €	2.676,26 €	99,00 €	199,00 €	399,00 €	499,00 €	2.775,26 €	2.875,26 €	3.075,26 €	3.175,26 €
-700 Mbit/s	990,00 €	2.990,78 €	99,00 €	199,00 €	399,00 €	499,00 €	3.089,78 €	3.189,78 €	3.389,78 €	3.489,78 €
-800 Mbit/s	990,00 €	3.305,30 €	99,00 €	199,00 €	399,00 €	499,00 €	3.404,30 €	3.504,30 €	3.704,30 €	3.804,30 €
-900 Mbit/s	990,00 €	3.619,81 €	99,00 €	199,00 €	399,00 €	499,00 €	3.718,81 €	3.818,81 €	4.018,81 €	4.118,81 €

-1Gbit/s	2.990,00 €	3.934,33 €	199,00 €	399,00 €	499,00 €	599,00 €	4.133,33 €	4.333,33 €	4.433,33 €	4.533,33 €
-2Gbit/s	2.990,00 €	4.935,00 €	199,00 €	399,00 €	499,00 €	599,00 €	5.134,00 €	5.334,00 €	5.434,00 €	5.534,00 €
-3Gbit/s	2.990,00 €	5.231,00 €	199,00 €	399,00 €	499,00 €	599,00 €	5.430,00 €	5.630,00 €	5.730,00 €	5.830,00 €
-4Gbit/s	2.990,00 €	5.735,75 €	199,00 €	399,00 €	499,00 €	599,00 €	5.934,75 €	6.134,75 €	6.234,75 €	6.334,75 €
-5Gbit/s	2.990,00 €	6.289,19 €	199,00 €	399,00 €	499,00 €	599,00 €	6.488,19 €	6.688,19 €	6.788,19 €	6.888,19 €
-6Gbit/s	2.990,00 €	6.896,05 €	199,00 €	399,00 €	499,00 €	599,00 €	7.095,05 €	7.295,05 €	7.395,05 €	7.495,05 €
-7Gbit/s	2.990,00 €	7.561,45 €	199,00 €	399,00 €	499,00 €	599,00 €	7.760,45 €	7.960,45 €	8.060,45 €	8.160,45 €
-8Gbit/s	2.990,00 €	8.291,07 €	199,00 €	399,00 €	499,00 €	599,00 €	8.490,07 €	8.690,07 €	8.790,07 €	8.890,07 €
-9Gbit/s	2.990,00 €	9.091,08 €	199,00 €	399,00 €	499,00 €	599,00 €	9.290,08 €	9.490,08 €	9.590,08 €	9.690,08 €
-10Gbit/s	2.990,00 €	9.968,29 €	199,00 €	399,00 €	499,00 €	599,00 €	10.167,29 €	10.367,29 €	10.467,29 €	10.567,29 €

Discounts are defined as follows:

---

### *1. Contract period discounts*

---

- 1.1. In the case of contractual services for the period less of 2 years on the monthly price is subject to a 0 % discount
- 1.2. In the case of contractual services for the period of 2 years on the monthly price is subject to a 15 % discount
- 1.3. In the case of contractual services for the period of 3 years on the monthly price is subject to a 25 % discount
- 1.4. In the case of contractual services for the period of 5 years on the monthly price is subject to a 45 % discount
- 1.5. In the case of contractual services for the period of 10 years on the monthly price is subject to a 50 % discount
- 1.6. In the case of contractual services for the period of 15 years on the monthly price is subject to a 55 % discount

---

### *2. Discounts according to length of the stocks and of stocks of the final point on the lease of fiber*

---

- |                                       |  |
|---------------------------------------|--|
| 2.1. for lengths up to 15 km:         | monthly price applies to a 10 % discount       |
| 2.2. for the length of 15 km to 30 km | monthly price applies to a 20 % discount       |
| 2.3. for the length of 30 km to 50 km | monthly price applies to a 25 % discount       |
| 2.4. for more than 50 km in length    | monthly price is valid for up to 40 % discount |

---

### *3. Cheaper by the dozen*

---

For the conclusion of contracts and services, leasing of the fibres in the same place is defined at the following discount

Strands	Discount
Up to 10 x pair of strands	0 %
From 10 to 20 x pair of strands	10 %
From 20 to 30 x pairs of strands	20 %
From 30 to 40 x pair of strands	30 %
From 40 to 50 x pair of strands	40 %
From 50 x pair of strands or more	50 %

---

#### 4. Commercial discount

---

Director approved of the discount in the amount of 30 %

---

#### 5. Discount on the credit ratings of a partner.

---

Discount on credit ratings of a partner is approved performing choice scale rating (source: Bisnode - widening European agency for business and credit reports which covers and area in Montenegro): The legend of credit ratings in like as X.Y:

(X) – The financial credit ratings are: A = Excellent, B = Good, C= Average, D= Below average, E = Bad, N.O. = No Estimate

(Y) – Indicator of credit ratings is:

- 1 = Anticipating the good performance in the future
- 2 = Anticipating the stable performance in the future
- 3 = Anticipating the bad performance in the future

Discount is approved, performing choice of scales:

5.1. For users who do not have credit ratings rating (N.O.) or D and E regardless of the indicator of credit ratings with grade C.3, the discount is **0 %**

5.2. For customers who have a credit rating of C. 2 or better (A or B, regardless of the light), the discount in the amount of 15 %

---

#### 6. Discount on existing infrastructure.

---

It is possible to assign a discount if the requested path does not need additional investment in the construction of a fiber-optic network. There is discount in the amount of 15 %.

---

#### 7. Discount on utilization of an optical network

---

It is possible to assign a discount if the requested path capacity are not occupied for more than 50% of the optical network. There is discount in the amount of 15 %.

---

#### 8. Discount on prepayment

---

Discount can be approved if the user pays obligation before date of payment. There is discount in the amount of 20 %.



## 9. Maintenance

Maintenance a year is 3% of the value of the account, unless the parties otherwise agree.

## 10. Collocation

Collocation	Price	Unit
to 5 m2	45,00 €	per m2

- The price are calculated all the costs (ex. Cleaning, water, security etc.) but without expenses of electricity. Electricity power is calculated by price list of Elekro Privrede Montenegro.

## 11. Penalty for SLA offer (VPN L2) on monthly base

Penalty	Service Credit
<b>Platinum</b>	
< 99,7% and > 99,2%	5%
< 99,2% and ≥ 98,1%	10%
< 98,1%	15%
<b>Golden</b>	
< 99,6% and > 99,1%	5%
< 99,1% and ≥ 98,0%	10%
< 98,0%	15%
<b>Silver (Single access line)</b>	
< 99,5% and > 99,0%	5%
< 99,0% and ≥ 98,0%	10%
< 98,0%	15%
<b>Bronze</b>	
< 98,3% and > 97,8%	5%
< 97,8% and ≥ 97,3%	10%
< 97,3%	15%

---

*General terms and conditions*

---

1. The price is valid in case of SiOL, where in relation to the request of the suppliers of the technical possibilities.
2. SiOL reserves the right, in relation to the capacity of the technical possibilities and the length, duration of the contract, offer a variety of conditions and what the Agency for telecommunications and postal services has been informed in a timely manner.

---

*It shall apply from 1<sup>st</sup> April 2017. of the year*

---

Podgorica, 1<sup>st</sup> April 2017

SIOL d.o.o. Podgorica