

## ATTACHMENT A – COSTS AND REVENUE SHARE

### 1. GENERAL

All prices and revenue share **EXCLUDE VAT** unless otherwise stated. Cost and revenue tables are available as set out herein.

An account with **INTARGET** shall contain at least a main account with access to statistics, reporting and transaction information.

#### Revenue Shares on Services

In this section for the document, all presented figures **EXCLUDE VAT**. **INTARGET** Revenue Share and Cost Statement are available on the web at [www.higate.co.za](http://www.higate.co.za) on a monthly basis. The **CLIENT** must invoice **INTARGET** for the specified revenue amount as indicated on [www.higate.co.za](http://www.higate.co.za).

### 2. ACCOUNT SETUPS

This section covers the Setup and monthly costs for **CLIENT** Main account.

**Table 2A**

Main Account and Service Code Fees		
	Setup Fees	Monthly Fees
<b>Main Account</b>	R 1300	R 400
<b>Service Codes</b>	R 200	R 100

### 3. SMS – API Services

This section covers all Premium SMS and Bulk SMS services for setup, monthly, transaction costs and revenue shares. Short codes can be reverse billed, standard rated or premium rated where supported by operator.

A customer will integrate directly with the **INTARGET** API and manage his own applications.

The following setup and monthly fees apply:

**Table 3A**

Short code fees		
	Setup Fees	Monthly Fees
Private SMS Short Code	R 1500	R 500
Shared SMS Short Code	R 300	R 300

The following SMS transaction costs apply:

**Table 3B**

Transaction Costs					
	Vodacom	MTN	Cell C	Telkom	BULK SMS
SMS MT	19c	19c	19c	22c	15c
SMS MO	5c	5c	5c	5c	5c

The revenue pay out to Client as outlined in Table 3B on Premium SMS – Excl. VAT:

**Table 3B**

Charge to user	CLIENT PAYOUT							
	Vodacom		MTN		CellC		Telkom Mobile	
	VAT incl	VAT excl	VAT incl	VAT excl	VAT incl	VAT excl	VAT incl	VAT excl
<b>1.00</b>	R 0.34	R 0.30	R 0.34	R 0.29	R 0.29	R 0.25	R 0.34	R 0.30
<b>1.50</b>	R 0.70	R 0.61	R 0.63	R 0.56	R 0.61	R 0.54	R 0.68	R 0.59
<b>2.00</b>	R 1.05	R 0.92	R 0.93	R 0.82	R 0.93	R 0.82	R 1.02	R 0.89
<b>3.00</b>	R 1.77	R 1.55	R 1.53	R 1.34	R 1.44	R 1.27	R 1.68	R 1.47
<b>5.00</b>	R 3.20	R 2.80	R 2.72	R 2.39	R 2.72	R 2.39	R 3.05	R 2.68
<b>7.50</b>	R 4.99	R 4.37	R 4.21	R 3.69	R 4.32	R 3.79	R 4.73	R 4.14
<b>10.00</b>	R 6.77	R 5.94	R 5.70	R 5.00	R 5.92	R 5.20	R 6.40	R 5.61
<b>15.00</b>	R 10.35	R 9.08	R 8.68	R 7.61	R 9.12	R 8.00	R 9.75	R 8.55
<b>20.00</b>	R 13.92	R 12.21	R 11.66	R 10.23	R 12.32	R 10.81	R 13.20	R 11.58
<b>25.00</b>	R 17.50	R 15.35	R 14.64	R 12.84	R 15.52	R 13.62	R 16.50	R 14.47
<b>30.00</b>	R 21.07	R 18.48	R 17.62	R 15.46	R 18.72	R 16.42	R 19.80	R 17.37

#### 4. Online Billing (OBS)/ Token Based Billing (TBB) using API Integration:

This section covers all OBS/TBB billing services for setup, monthly, transaction costs and revenue shares. A customer will integrate directly with the **INTARGET** API and manage his own applications.

The following setup and monthly fees apply:

**Table 4A**

	<b>Fee per Product Created</b>
<b>OBS/TBB Billing Code Setup - Product Portal</b>	R 500

The following OBS/TBB transaction costs apply:

**Table 4B**

<b>Cost per Transaction</b>				
	<b>Vodacom</b>	<b>MTN</b>	<b>CellC</b>	<b>Telkom</b>
<b>Per unsuccessful transaction 59% and less failure ratio</b>	8c	4c	4c	14c
<b>Per unsuccessful transaction 79% and less failure ratio</b>	11c	4c	4c	14c
<b>Per unsuccessful transaction 80% and more failure ratio</b>	13c	4c	4c	14c
<b>Per any successful transaction</b>	9c	4c	4c	12c

**Table 4D - OBS/TBB Revenue Share portion to CLIENTS**

Charge to user	CLIENT PAYOUT							
	vodacom		MTN		CellC		Telkom Mobile	
	VAT incl	VAT excl	VAT incl	VAT excl	VAT incl	VAT excl	VAT incl	VAT excl
1.00	R 0.42	R 0.36	R 0.35	R 0.31	R 0.30	R 0.26	R 0.66	R 0.58
1.50	R 0.77	R 0.68	R 0.69	R 0.61	R 0.62	R 0.54	R 0.99	R 0.87
2.00	R 1.13	R 0.99	R 1.03	R 0.91	R 0.94	R 0.82	R 1.32	R 1.16
2.50	R 1.49	R 1.30	R 1.37	R 1.20	R 1.26	R 1.11	R 1.65	R 1.45
3.00	R 1.85	R 1.62	R 1.71	R 1.50	R 1.58	R 1.39	R 1.98	R 1.74
3.50	R 2.20	R 1.93	R 2.05	R 1.80	R 1.90	R 1.67	R 2.31	R 2.03
4.00	R 2.56	R 2.25	R 2.39	R 2.10	R 2.22	R 1.95	R 2.64	R 2.32
4.50	R 2.92	R 2.56	R 2.73	R 2.40	R 2.54	R 2.23	R 2.97	R 2.61
5.00	R 3.28	R 2.87	R 3.07	R 2.69	R 2.86	R 2.51	R 3.30	R 2.89
5.50	R 3.63	R 3.19	R 3.41	R 2.99	R 3.18	R 2.79	R 3.63	R 3.18
6.00	R 3.99	R 3.50	R 3.75	R 3.29	R 3.50	R 3.07	R 3.96	R 3.47
6.50	R 4.35	R 3.81	R 4.09	R 3.59	R 3.82	R 3.35	R 4.29	R 3.76
7.00	R 4.71	R 4.13	R 4.43	R 3.89	R 4.14	R 3.63	R 4.62	R 4.05
7.50	R 5.06	R 4.44	R 4.77	R 4.19	R 4.46	R 3.91	R 4.95	R 4.34
8.00	R 5.42	R 4.75	R 5.11	R 4.48	R 4.78	R 4.19	R 5.28	R 4.63
8.50	R 5.78	R 5.07	R 5.45	R 4.78	R 5.10	R 4.47	R 5.61	R 4.92
9.00	R 6.14	R 5.38	R 5.79	R 5.08	R 5.42	R 4.75	R 5.94	R 5.21
9.50	R 6.49	R 5.70	R 6.13	R 5.38	R 5.74	R 5.04	R 6.27	R 5.50
10.00	R 6.85	R 6.01	R 6.47	R 5.68	R 6.06	R 5.32	R 6.60	R 5.79
12.00	R 8.28	R 7.26	R 7.83	R 6.87	R 7.34	R 6.44	R 7.92	R 6.95
14.00	R 9.71	R 8.52	R 9.19	R 8.06	R 8.62	R 7.56	R 9.24	R 8.11
15.00	R 10.43	R 9.14	R 9.87	R 8.66	R 9.26	R 8.12	R 9.90	R 8.68
16.00	R 11.14	R 9.77	R 10.55	R 9.26	R 9.90	R 8.68	R 10.56	R 9.26
18.00	R 12.57	R 11.03	R 11.91	R 10.45	R 11.18	R 9.81	R 11.88	R 10.42
20.00	R 14.00	R 12.28	R 13.27	R 11.64	R 12.46	R 10.93	R 13.20	R 11.58
25.00	R 17.58	R 15.42	R 16.67	R 14.62	R 15.66	R 13.74	R 16.50	R 14.47
30.00	R 21.15	R 18.55	R 20.07	R 17.61	R 18.86	R 16.54	R 19.80	R 17.37
35.00	R 24.73	R 21.69	R 23.47	R 20.59	R 22.06	R 19.35	R 23.10	R 20.26
40.00	R 28.30	R 24.82	R 26.87	R 23.57	R 25.26	R 22.16	R 26.40	R 23.16
45.00	R 31.88	R 27.96	R 30.27	R 26.55	R 28.46	R 24.96	R 29.70	R 26.05
50.00	R 35.45	R 31.10	R 33.67	R 29.54	R 31.66	R 27.77	R 33.00	R 28.95

## 5. Using Turnkey Higate WEB Products

This section covers all turnkey Higate WEB Products services for setup, monthly, transaction costs and revenue shares.

A customer will use the INTARGET WEB products through the internet, which INTARGET manages and maintains. The following setup and monthly fees apply:

**Table 5A – Higate Web Product Fees**

	Setup Fees	Monthly Fees
Campaign Manager (Number and Keyword)	N/A	R 150
Content Manager	N/A	R1000 for 50 and more content items
Bulk SMS Tool	Use bulk service code - standard client rates	Use bulk service code - standard client rates

For SMS transaction costs table refer to **Table 3B**

For OBS/TBB transaction costs table refer to **Table 4B**.

For these products **INTARGET** shall retain 10% of the **Total Monthly CLIENT Pay-out** revenue share.

## 6. Standard Rated USSD

This section covers all Standard Rated USSD services for setup, monthly, transaction costs. No revenue share applicable for Standard Rated USSD Services.

**Table 6A – Standard Rated USSD Fees:**

	Setup Fees	Monthly Fees
Private USSD Number	R1000	R300
Script Hosting	NA	R200

**Table 6B – Standard USSD Transaction Costs:**

	Cost per USSD
USSD per session	4c

## 7. PREMIUM RATED USSD

This section covers all Premium Rated USSD services for setup, monthly, transaction costs and revenue shares

**Table 7A – Premium Rated USSD Setup and Monthly Fees**

	Setup Fees	Monthly Fees
Private USSD Number	R1000	R300
Script Hosting	NA	R200

**Table 7B – Transaction Fees PRUSSD**

	Cost per USSD
Transaction Fee	4c per session

**Table 7C – Revenue Share PRUSSD**

Premium Rated USSD Value		Client Payout			
Premium Rated USSD per Minute (Incl. VAT)	Premium Rated USSD per Minute (Excl. VAT)	Vodacom (Excl. VAT)	MTN (Excl. VAT)	Cell C (Excl. VAT)	Telkom (Excl. VAT)
R 1.20	R 1.05	R 0.358	R 0.388	R 0.350	R 0.340
R 1.50	R 1.32	R 0.536	R 0.541	R 0.535	R 0.511
R 2.00	R 1.75	R 0.834	R 0.789	R 0.819	R 0.788
R 3.00	R 2.63	R 1.431	R 1.292	R 1.302	R 1.373
R 5.00	R 4.39	R 2.623	R 2.300	R 2.371	R 2.489

## 8. VOICE SERVICES

This section covers **INTARGET** VOICE services for setup, monthly, transit costs and revenue shares. All costs and revenue share *EXCLUDE VAT* per minute.

**TABLE 7A – Voice Services Setup and Monthly fees**

	Setup Fee	Monthly Fees
Private Number	R 500	R 100
SIP Connection	R 0	R 500

## OUT-BOUND CALL RATES

**TABLE 7B – OUT-BOUND Call Termination Rates per minute**

<b>INTARGET Originating Network</b>	<b>OUT-Bound Call</b>
Call Terminating Network	All ZA
Cost per minute	R 0.35c

**TABLE 7C – OUT-BOUND AVM Rates per minute**

<b>INTARGET Originating Network</b>	<b>OUT-Bound Call</b>
Call Terminating Network	All ZA
Cost per minute	50c

**TABLE 7D – OUT-BOUND Call Conference rates per minute**

<b>INTARGET Originating Network</b>	<b>OUT-Bound Call</b>
Call Terminating Network	All ZA
Cost per minute	50c

## IN-BOUND CALL RATES

**TABLE 7F - Call Termination Rates per minute**

<b>INTARGET Originating Network</b>	<b>IN-Bound Call</b>
Call Originating Network	All ZA
Revenue Share per minute	10c

**TABLE 7G – IN-BOUND Call Conference rates per minute**

<b>INTARGET Originating Network</b>	<b>IN-Bound Call</b>
Call Terminating Network	All ZA
Cost per minute	20c per minute of conference time

## 9. Other Services

Table 8A

	Setup Cost	Hourly rate	Per Intervention
Submit response formal WASPA complaint	R5,000		
Submit response informal WASPA complaint	R500		
Ad hoc compliance verification		R 550.00	
Standard Consultation Services		R 1 500.00	
Project Management		R 550.00	
Training Services per person		R 300.00	
Software development		R 1500.00	
Specialized Consultation and System Engineering		R 1 500.00	
User Acceptance Testing (UAT)			R300
<b>Call Centre Services:</b> The sliding scale will be cumulative per volume break i.e. first 500 interventions charged at R10 per intervention, 501 to 1,000 at R7 etc. The total breakdown of count of interventions will be imported into your monthly aggregation cost invoices.			0-500 = R10 501-1000 = R7 1001-2000 = R6 2001-5000 = R5 5001- > = R4

Thus done and signed at \_\_\_\_\_ on this \_\_\_\_ day of \_\_\_\_\_ 20\_\_

\_\_\_\_\_  
 Client:                      Name:                      Signature - duly authorized.

Thus done and signed at \_\_\_\_\_ on this \_\_\_\_ day of \_\_\_\_\_ 20\_\_

\_\_\_\_\_  
 INTARGET:                      Name:                      Signature – duly authorized