



FTTH Update

*We're Coming Home.*

**HOME FIBRE**

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# Summary

This document will serve the purpose of informing you, our partners, about any promotions we are currently running as well as areas we believe would be worth while for you to engage across all FNOs.

This is the first of what will be a weekly update that you will receive on Mondays.

Please note that I will be your contact point from today going forward. You would have seen an email from Greg to that effect on Wednesday last week.

You can reach me anytime should you need my assistance, advise, any information regarding our products or additional information that may not be included in this report.

All my contact information will be on the last page of this document.



# BitCo Home Fibre Promo

We are currently running the following promotion that will apply to client that place orders between the 10<sup>th</sup> of April and the 31<sup>st</sup> of May 2019. If the order was received during this period the client will be placed into the lucky draw. Please note that only the clients with active services will be eligible. The draw will take place on the 30<sup>th</sup> of June 2019.

If you order in the month of April/May 2019 you stand a chance to win a bundle prize that includes a Smart TV, UPS and Kwese Media Box valued at R15 000.



**WIN**

**\*Order Home Fibre and stand a chance to win a Smart TV, UPS and Kwese Media Box valued at R15 000.**

VUMA open serve SADV SA DIGITAL VILLAGES

Visit [www.bitco.co.za/fibre-to-the-home/](http://www.bitco.co.za/fibre-to-the-home/) to enquire or order.  
sales@bitcohome.co.za. 087 135 0050.

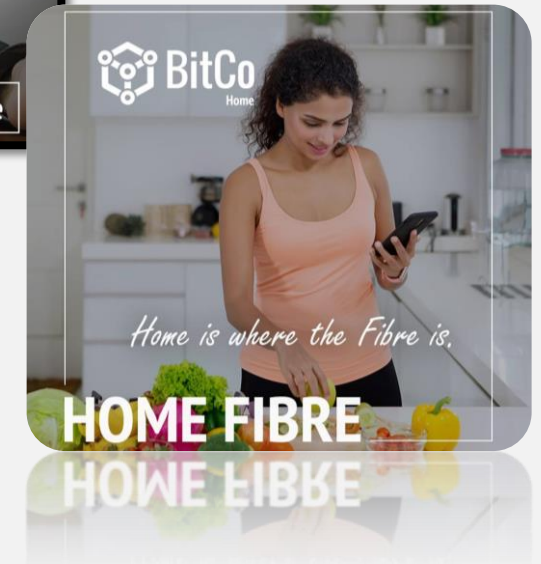
Coming Soon OCTOTEL METROFIBRE NETWORK Frogfoot

\*Fibre to the Home orders received between 10 April and 31 May 2019 will be placed in a lucky draw to win. Only customers with active services will be eligible. Draw will take place on 30 June 2019. Winner must present a valid TV licence to redeem the prize. Prize is not redeemable for cash. Prizes advertised above may vary - models/ brands are subject to change.

# BitCo Switch

Please take note that BitCo is not only focused on new installations, we are looking to switch as many customers as possible from their current ISPs. Clients that switch will also qualify for the lucky draw!

Clients would not be required to pay another installation fee. There is a small once-off activation fee of only R499.00



# Introducing VoIP

- We are officially offering VoIP as an FTTH service and are open to take orders. We are launching with the VoIP option whereby FTTH customers will get up to 850 local minutes for only R199 per month. The IP phone that we are pairing with the service is the Yealink W52P. See attached brochure and specifications. This phone will need to be purchased outright at only R1 250.00, ex. Vat. We are currently developing our Smart Phone APP, however we do not have a launch date for the APP as yet.

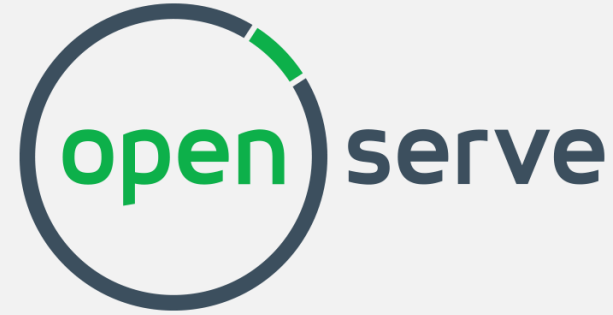
## Please take note of the following for the VoIP service:

- We are currently only offering VoIP on the Vumatel and SADV networks. Not on the Openserve Network as yet. We can only offer VoIP to customers that are connected to BitCo Fibre-to-the-Home. Unfortunately we cannot offer VoIP if a customer is with another ISP. There is no top up option when minutes have been depleted. Only a single channel will be provided. The handset will have no PBX functionality. It is replacing a standard analogue line. (Make and receive calls only).  
International calls will be disabled.
- Customers can use their own IP phone. We will issue the SIP details for configuration. We cannot provide support or any guarantees if their own handset is being used.
  - Numbers can be ported.



# Openserve Engagement Areas

## Homes Passed



### Gauteng

#### Suburbs:

- Randburg/Sandton
  - Randpark Ridge – 2632 Homes Passed
  - Jukskei Park – 968 Homes Passed
  - Bryanston – 3742 Homes Passed
- Centurion
  - Wierda Park/Glen – 3025 Homes Passed
  - Eldoraigane – 1882 Homes Passed
- Johannesburg
  - Lenasia – 6597 Homes Passed
  - Northcliff – 3530 Homes Passed
  - Parktown/Parkhurst – 2432 Homes Passed
  - Highlands North/Houghton Estate – 2860 Homes Passed
- Pretoria
  - Garsfontein 3454 Homes Passed
  - Lynwood 1676 Homes Passed
  - Montana Park 1584 Homes Passed
  - Moreleta Park 2622 Homes Passed

### Western Cape

#### Suburbs:

- Claremont
  - Claremont – 2514 Homes Passed
  - Newlands – 1970 Homes Passed
  - Kenilworth – 1117 Homes Passed
  - Bishopscourt – 708 Homes Passed
- Somerset West
  - Land En Zeezicht – 525 Homes Passed
  - Briza – 501 Homes Passed
  - Van Der Stel – 425 Homes Passed
  - Westridge – 305 Homes Passed
- Table View
  - Parklands – 2560 Homes Passed
  - Table View – 603 Homes Passed
  - Flamingovlei – 230 Homes Passed
- Constantia
  - Constantia – 1554 Homes Passed
  - Bel Ombre – 497 Homes Passed
  - Silverhurst – 293 Homes Passed

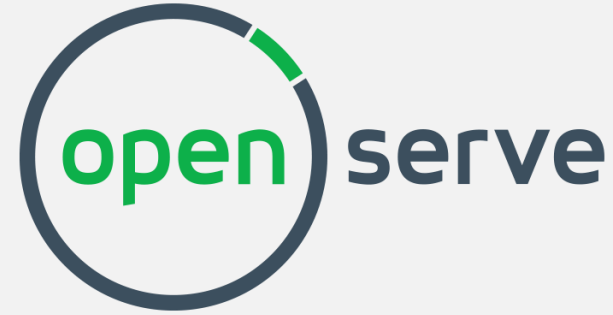
### Kwa-Zulu Natal

#### Suburbs:

- Durban
  - Broadway – 2308 Homes Passed
  - Park Hill – 1276 Homes Passed
  - Essenwood – 1007 Homes Passed
  - Glenhills – 794 Homes Passed
- Westville
  - Berea West – 1066 Homes Passed
  - Westville – 737 Homes Passed
  - Dawncliffe – 697 Homes Passed
  - Atholl Heights – 560 Homes Passed
- Kloof
  - Kloof – 2089 Homes Passed
  - Forest Hills – 828 Homes Passed
- Umhlanga Rocks
  - La Lucia – 927 Homes Passed
  - Umhlanga – 870 Homes Passed

# Openserve Engagement Areas

## MDU/Estate Database



### Gauteng

#### MDU/Complexes/Estates:

- THE WILLIAM – 900 Units [FOURWAYS X 55]
- RIVERGLADES ESTATE – 450 Units [JUJSKEI PARK]
- MONTANA AFTREE OORD – 385 Units [MONTANA]
- MAPLE – 305 Units [HIGHVELD X 55]
- SABLE MANSIONS – 239 Units [MOOIKLOOF RIDGE X 10]
- EQUESTRIA VILLAGE RETIREMENT CENTRE – 234 Units [EQUESTRIA]
- MOUNT GRACE – 228 Units [LA MONTAGNE]
- SUNRISE VIEW – 223 Units [RIETVALLEIRAND X 4]

### Western Cape

#### MDU/Complexes/Estates:

- TAFELSIG SEESIG – 288 Units [BELLVILLE]
- MARLBOROUGH PARK – 245 Units [CLAREMONT]
- THE QUADRANT – 172 Units [CLAREMONT]
- DEVONSHIRE HILL – 161 Units [RONDEBOSCH]
- THE MET – 157 Units [MILNERTON]
- GARDEN CITY HEIGHTS – 140 Units [PINELANDS]
- SANDOWN CRESCENT – 136 Units [MILNERTON]
- EQUINI LIFESTYLE CENTRE – 136 Units [MILNERTON]

### Kwa-Zulu Natal

#### MDU/Complexes/Estates:

- SPRINGFIELD HOME CENTRE – 300 Units [DURBAN]
- ROLLING HILLS COUNTY CLUB – 219 Units [UMHLANGA ROCKS]
- BALLITO BAY MALL – 200 Units [BALLITO]
- STORAGE UNLIMITED – 156 Units [DURBAN]
- LE BOULEVARD – 143 Units [UMHLANGA ROCKS]
- CABANA SIERRA – 134 Units [DURBAN]
- RIVERSIDE PARK – 133 Units [DURBAN]
- CENTRAL PARK – 133 Units [UMHLANGA ROCKS]





# Vumatel Engagement Areas



## Homes Passed

### Gauteng

#### Suburbs:

- Roodekrans – 3510 Homes Passed
- Kensington – 4257 Homes Passed
- Honeydew Manor – 4257 Homes Passed
- Ferndale – 3377 Homes Passed
- Florida – 3280 Homes Passed
- Discovery – 5316 Homes Passed

### Ekurhuleni

#### Suburbs:

- Glen Marais – 182 Homes Passed
- Terenure – 63 Homes Passed
- Croydon – 39 Homes Passed



### Kwa-Zulu Natal

#### Suburbs:

- Ashley- Pinelands [Pinetown] – 1238 Homes Passed
- Caversham – Marianhill [Pinetown] – 1411 Homes Passed
- Morningside DBN – 1237 Homes Passed
- Glen Hills – 1032 Homes Passed
- Mount Edgecombe – 1031 Homes Passed

### Western Cape

#### Suburbs:

- Arauna, Bracken Heights & Eden Park – 2505 Homes Passed
- Kuils River North & South – 4185 Homes Passed
- La Rochelle, Vredenberg & Vosfontein – 2304 Homes Passed
- Tygerdal & Goodwood Estate – 2692 Homes Passed
- Protea Hoogte East & West – 4519 Homes Passed
- Boston & Vredelust – 2281 Homes Passed

# Vumatel Engagement Areas



## MDU/Estate Database

### Gauteng

#### MDU/Complexes/Estates:

- Sparrow Gate – 219 Units [Alan Manor]
- Villa Barcelona – 314 Units [Albertville]
- The Links – 158 Units [Amarosa]
- Bridgetown – 516 Units [Bloubostrand]
- The Gibson Eco Estate – 224 Units [Buccleuch]
- Dainfern Estate – 449 Units [Dainfern]
- Randburg Square – 163 Units [Ferndale]
- Randjes Estate – 298 Units [Glen Hazel]
- Place de Tetre – 188 Units [Honeydew Manor]
- Lion Ridge – 384 Units [Mondeor]
- Telford Court – 225 Units [North Riding]
- Olivedale Retirement Village – 442 Units [Olivedale]
- Bel Aire – 237 Units [Vorna Valley]
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### Western Cape

#### MDU/Complexes/Estates:

- Forestdale Villas – 119 Units [Arauna & Bracken Heights]
- Farmersfield – 95 Units [Edgemoed Area 2]
- La Palma – 93 Units [Kuils River South]
- Vier Bergen – 127 Units [La Rochelle & Vredenberg]
- Villa Bianco – 137 Units [La Rochelle & Vredenberg]
- Wilger Park 2 – 199 Units [La Rochelle & Vredenberg]
- Heron Cove – 127 Units [Table View]
- Bergzicht Complex – 128 Units [Tygerdal & Goodwood Estate]

### Ekurhuleni

#### MDU/Complexes/Estates:

- Tanager – 57 Units [Glen Marais]
- Glen Mykonos – 33 Units [Glen Marais]
- Bunku Heights – 33 Units [Terenure]
- Kelvin View – 23 Units [Croydon]

### Kwa-Zulu Natal

#### MDU/Complexes/Estates:

- Rivermead – 54 Units [Ashley-Pinelands]
- Highgrove – 148 Units [Caversham-Marianhill]
- Knightsbridge – 137 Units [Caversham-Marianhill]
- Moreton Hall – 81 Units [Morningside DBN]
- The Zone – 57 Units [Upper Mhlanga]
- Aldrovande Palace – 112 Units [Upper Mhlanga]
- 7 On Millenium – 58 Units [Upper Mhlanga]
- Westlake – 55 Units [Mount Edgecombe]

