SAUDI TELECOM COMPANY

Reference Offer for Data Access (RODA)

Annex E

Forecasting

Version number:	1.0
Version date:	August, 2007
Date of original Issue:	26th August 2007
Authority for issue:	GM, Regulatory Affairs

DOCUMENT HISTORY & VERSION CONTROL RECORD

Name of document	Primary Document
Author	Director, Carrier Services, yakeel@stc.com.sa
Authorised Officer	GM, Regulatory Affairs
Description of document	Contains the detailed RODA Services forecasting procedures that need to be followed by OLO.
Approved by	CITC, Decision No.178/1428
Date of approval	August, 2007

TABLE OF CONTENTS

Section **Page number**

A. Wholesale Bit Stream Service....4

B. Local Loop Sharing Service....5

C. ADSL DSLAM Site Sharing Service....8

D. Bit Stream Access Link Service....9

E. Wholesale Backhaul for Line Sharing Service....11

Attachment 1 – Wholesale Bit Stream Forecasting Form....14

Attachment 2 – Local Loop Sharing Service Forecast Form....15

Attachment 3 – Bit Stream Access Link Service Forecasting Form....16

Attachment 4 – Wholesale Backhaul Service For Line Sharing Forecasting Form....17

A. WHOLESALE BIT STREAM SERVICE

1. Forecasting

1.1 The Other Licensed Operator shall provide STC with forecasts of the expected number of users in each of the ADSL Serving Sites required for the provision of Wholesale Bit Stream Service every six (6) months on 1st of December and on 1st of June of each year.

1.2 Forecasts of the number of users in each ADSL Serving Site shall be provided in accordance with and in the format shown in the form at Attachment 1 to this Annex E.

1.3 A Joint Technical Committee shall approve the forecasts submitted by the OLO.

1.4 The forecast information will form the Rollout Plan, and a failure to provide it, or any increase in capacity orders may lead to STC being unable to meet the OLO's order requirements.

B. LOCAL LOOP SHARING SERVICE

1. Forecasting

1.1 The Other Licensed Operator shall supply forecasts of the Local Loop Sharing Service requirements, by STC Exchange Site, to STC every six (6) months on 1st of December and 1st of June of each year.

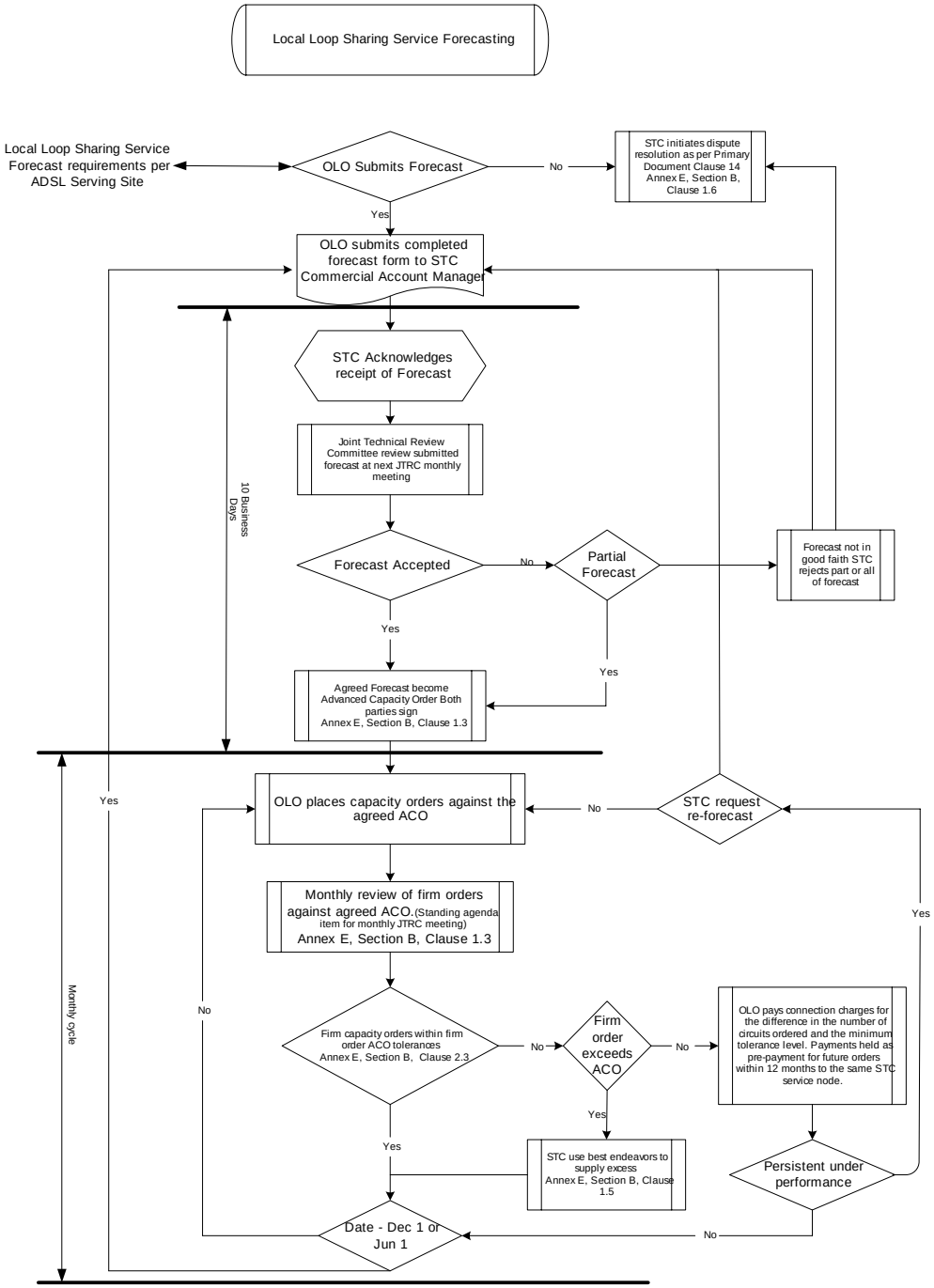
1.2 Forecasts for the Local Loop Sharing Service shall be provided by the OLO in accordance with and in the format shown in Attachment 2 to this Annex.

1.3 The following high level forecasting steps will be adopted:

- Other Licensed Operator submits initial forecast
- Joint Technical and Commercial Review Committee agree forecast
- Forecast becomes Advanced Capacity Order (ACO)
- Other Licensed Operator places firm orders against ACO
- Firm orders monitored against ACO
- Reforecast submitted every 6 months
- ACO extended by further 6 months

1.4 The forecast information will form the Rollout Plan, and a failure to provide it, or any increase in capacity orders may lead to STC being unable to meet the OLO's order requirements.

1.5 In the event that the Other Licensed Operator does not provide forecasts or is believed not to provide forecasts in good faith, STC has the right to initiate a Dispute under Clause 14 of the Primary Document and amend the forecast in the interim until the Dispute is resolved.


Local Loop Sharing Service Forecasting
Local Loop Sharing Service Forecast requirements per ADSL Serving Site
OLO Submits Forecast
No
STC initiates dispute resolution as per Primary Document Clause 14 Annex E, Section B, Clause 1.6
Yes
OLO submits completed forecast form to STC Commercial Account Manager
STC Acknowledges receipt of Forecast
Joint Technical Review Committee review submitted forecast at next JTRC monthly meeting
10 Business Days
Forecast Accepted
No
Partial Forecast
Forecast not in good faith STC rejects part or all of forecast
Yes
Yes
Agreed Forecast become Advanced Capacity Order Both parties sign Annex E, Section B, Clause 1.3
Yes
OLO places capacity orders against the agreed ACO
No
STC request re-forecast
Monthly review of firm orders against agreed ACO.(Standing agenda item for monthly JTRC meeting) Annex E, Section B, Clause 1.3
Yes
Monthly cycle
No
Firm capacity orders within firm order ACO tolerances Annex E, Section B, Clause 2.3
No
Firm order exceeds ACO
No
OLO pays connection charges for the difference in the number of circuits ordered and the minimum tolerance level. Payments held as pre-payment for future orders within 12 months to the same STC service node.
Yes
Yes
STC use best endeavors to supply excess Annex E, Section B, Clause 1.5
Persistent under performance
Date - Dec 1 or Jun 1
No

2. Short Term (six month) Local Loop Sharing Service Advance Capacity Order Forecast.

2.1 The OLO will provide a confirmed order volume forecast for the Local Loop Sharing Service, by STC Exchange Site name, for each of the next six (6) Calendar Months, which will be updated quarterly. (For example, an Advance Capacity Order Forecast presented to STC at the beginning of December 2006 will give a confirmed transaction order volume figure up to the end of May 2007.)

2.2 The initial 'six month' forecast is required to begin four months prior to the first Local Loop Sharing Service order, or during the initial contract signature stage whichever is the sooner, and is updated quarterly as described.

2.3 The Local Loop Sharing Service forecast of the OLO should be reasonable and realistic. STC will accept a variation of ± 15% of the Forecast provided by the OLO. However, STC reserves the right to ask for compensation if the variation exceeds the indicated tolerance limits of ± 15% in any given month.

3. Long Term (eighteen month) Local Loop Sharing Service Order Forecast.

3.1 This forecast will provide an indicative forward look of order volumes for the Local Loop Sharing Service, by STC Exchange Site name, over the eighteen (18) Calendar Months, following on from the Short term Forecast, broken down into quarterly figures and updated quarterly. (For example, a Long Term Local Loop Sharing Service Order Forecast presented to STC at the beginning of December 2006 will give an indicative order volume figure spanning the period May 2007 to December 2008 in quarterly increments.)

3.2 The initial ' eighteen' month indicative order forecast is required during the initial contract signature stage, updated quarterly as described.

3.3 Order volumes are the number of 'shared pairs', by STC Exchange Site that an OLO believes they will be ordering over the forecast period.

C. ADSL DSLAM SITE SHARING SERVICE

1. Forecasting

1.1 The STC ADSL DSLAM Site Sharing Service is offered to OLOs on a first come first served basis and available space will be allocated to OLOs upon request until the ADSL DSLAM Site Sharing facility or available site area space is full. STC cannot guarantee that, after an OLO has installed equipment in the ADSL DSLAM Site Sharing facility, space for equipment growth will always be available at any given STC Exchange Overall Site.

1.2 Consequently, it is in the OLO's interest to carry out a detailed assessment of the requirement for ADSL DSLAM Site Sharing space and to secure sufficient space to meet the needs of the full life period of the installation.

1.3 However, in order to meet the needs of OLO's requesting ADSL DSLAM Site Sharing space in a fair and reasonable manner and to discourage anti-competitive behaviour, STC reserves the right to reclaim reserved site area space for a ADSL DSLAM Site Sharing facility, that is seen to be unused after 12 Calendar Months.

1.4 External and Internal Tie Cables will be provided as part of the ADSL DSLAM Site Sharing Service and installed to the following capacity forecasts:

- External Tie Cable(s) will be provided to meet the forecast capacity requirements of the full operational life of the ADSL DSLAM Site Sharing Service Facility.
- Internal Tie Cable(s) will be initially provided to meet the forecast capacity requirements of the first 5 years of operations of the ADSL DSLAM Site Sharing Service Facility.
- Subsequent capacity requirements will be provided by installing Internal Tie Cables in increments of 100 pairs.

D. BIT STREAM ACCESS LINK SERVICE

2. Forecasting

2.1 The Other Licensed Operator shall provide STC with forecasts of the expected number of services in each of the STC Exchange Sites required for the provision of Bit Stream Access Link Service every six (6) months on 1st of December and on 1st of June of each year.

2.2 Forecasts of the number of services at each of the nominated Edge Sites shall be provided in accordance with and in the format shown in the form at Attachment-3 to this Annex.

2.3 The following high level forecasting steps will be adopted:

- Other Licensed Operator submits initial forecast
- Joint Technical and Commercial Review Committee agree forecast.
- Forecast becomes Advanced Capacity Order (ACO)
- Other Licensed Operator places firm orders against ACO
- Firm orders monitored against ACO
- Reforecast submitted every 6 months
- ACO extended by further 6 months

2.4 The forecast information will form the Rollout Plan, and a failure to provide it, or any increase in capacity orders may lead to STC being unable to meet the OLO's order requirements.

2.5 In the event that the Other Licensed Operator does not provide forecasts or is believed not to provide forecasts in good faith, STC has the right to initiate a

Dispute under Clause 14 of the Primary Document and amend the forecast in the interim until the Dispute is resolved.

2.6 The Bit Stream Access Link forecast of the OLO should be reasonable and realistic. STC will accept a variation of ± 15% of the Forecast provided by the OLO. However, STC reserves the right to ask for compensation if the variation exceeds the indicated tolerance limits of ± 15% in any given month.

E. WHOLESALE BACKHAUL FOR LINE SHARING SERVICE

3. Forecasting

3.1 The Other Licensed Operator shall provide STC with forecasts of the expected number of services in each of the STC Exchange Sites required for the provision of Wholesale Backhaul for Line Sharing Service every six (6) months on 1st of December and on 1st of June of each year.

3.2 Forecasts of the number of services in each of the STC Exchange Sites shall be provided in accordance with and in the format shown in the form at Attachment 4 to this Annex.

3.3 The following high level forecasting steps will be adopted:

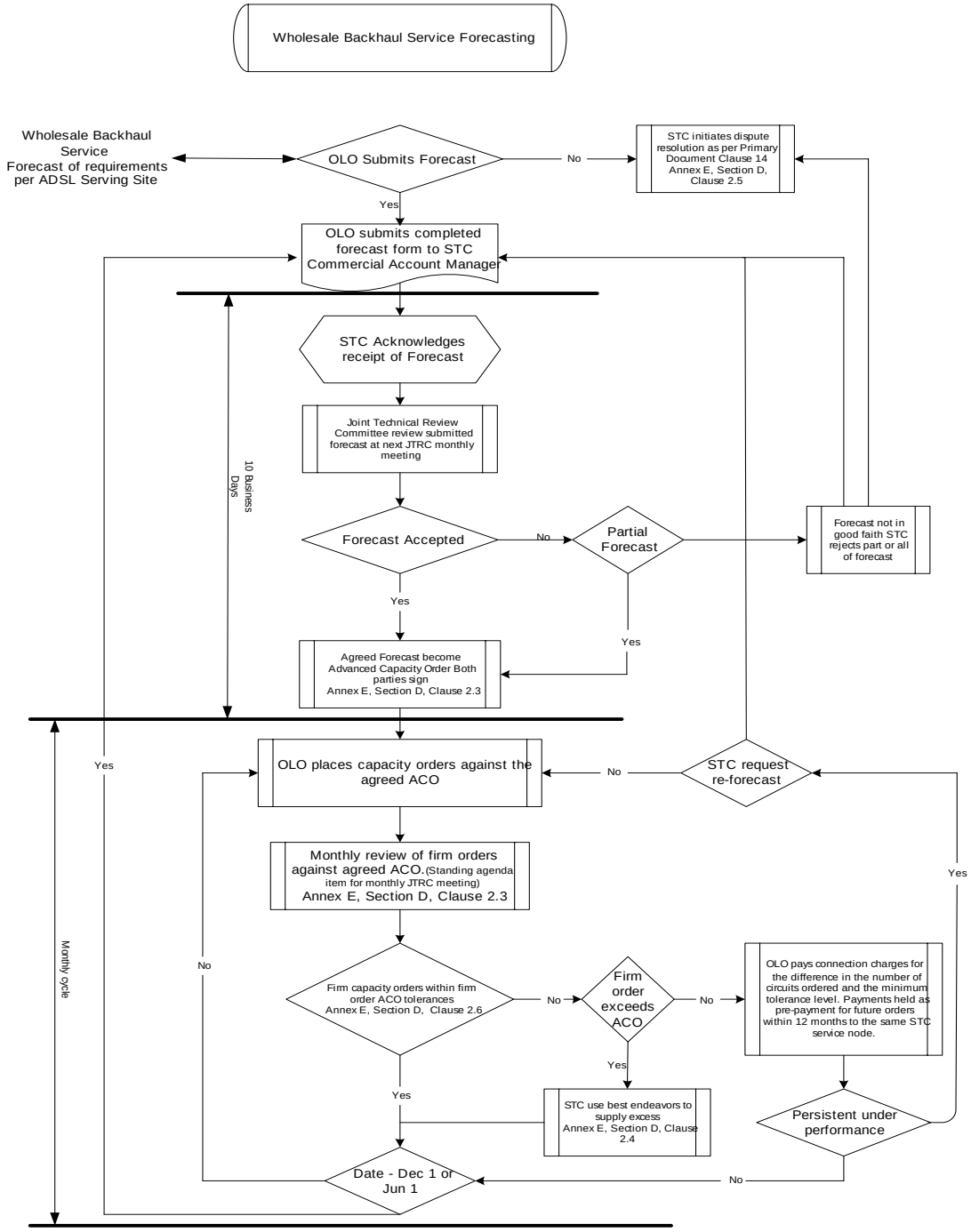
- Other Licensed Operator submits initial forecast
- Joint Technical and Commercial Review Committee agree forecast.
- Forecast becomes Advanced Capacity Order (ACO)
- Other Licensed Operator places firm orders against ACO
- Firm orders monitored against ACO
- Reforecast submitted every 6 months
- ACO extended by further 6 months

3.4 The forecast information will form the Rollout Plan, and a failure to provide it, or any increase in capacity orders may lead to STC being unable to meet the OLO's order requirements.

3.5 In the event that the Other Licensed Operator does not provide forecasts or is believed not to provide forecasts in good faith, STC has the right to initiate a

Dispute under Clause 14 of the Primary Document and amend the forecast in the interim until the Dispute is resolved.

3.6 The Wholesale Backhaul for Line Sharing forecast of the OLO should be reasonable and realistic. STC will accept a variation of ± 15% of the Forecast provided by the OLO. However, STC reserves the right to ask for compensation if the variation exceeds the indicated tolerance limits of ± 15% in any given month.


Wholesale Backhaul Service Forecasting
Wholesale Backhaul Service Forecast of requirements per ADSL Serving Site
OLO Submits Forecast
No
STC initiates dispute resolution as per Primary Document Clause 14 Annex E, Section D, Clause 2.5
Yes
OLO submits completed forecast form to STC Commercial Account Manager
STC Acknowledges receipt of Forecast
Joint Technical Review Committee review submitted forecast at next JTRC monthly meeting
10 Business Days
Forecast Accepted
No
Partial Forecast
Forecast not in good faith STC rejects part or all of forecast
Yes
Yes
Agreed Forecast become Advanced Capacity Order Both parties sign Annex E, Section D, Clause 2.3
Yes
OLO places capacity orders against the agreed ACO
No
STC request re-forecast
Monthly review of firm orders against agreed ACO. (Standing agenda item for monthly JTRC meeting) Annex E, Section D, Clause 2.3
Yes
Monthly cycle
No
Firm capacity orders within firm order ACO tolerances Annex E, Section D, Clause 2.6
No
Firm order exceeds ACO
No
OLO pays connection charges for the difference in the number of circuits ordered and the minimum tolerance level. Payments held as pre-payment for future orders within 12 months to the same STC service node.
Yes
Yes
STC use best endeavors to supply excess Annex E, Section D, Clause 2.4
Persistent under performance
Date - Dec 1 or Jun 1
No

ATTACHMENT 1 – WHOLESALE BIT STREAM FORECASTING FORM

ADSL Equipment Ports Capacity Forecasting Form

Site Name	City Name	Service type	OLO DSL Port Capacities					
			Period 1	Period 2	Period 3	Period 4	Period 5	Period 6

ATTACHMENT 2 – LOCAL LOOP SHARING SERVICE FORECAST FORM

Site Name	City Name	Service type	OLO No. of Shared Lines needed					
			Period 1	Period 2	Period 3	Period 4	Period 5	Period 6

OLO Representative	
Name	
Designation	
Contact Tel. No.	
Fax No.	
Email	
Signature	
Company Stamp	

ATTACHMENT 3 – BIT STREAM ACCESS LINK SERVICE FORECASTING FORM

Nominated Edge Site	OLO Site Location	Service type	Bit Stream Access Link Service requirements					
			Period 1	Period 2	Period 3	Period 4	Period 5	Period 6

ATTACHMENT 4 – WHOLESALE BACKHAUL SERVICE FOR LINE SHARING FORECASTING FORM

OLO Site Location	OLO DSLAM Site	Service type	Wholesale Backhaul Service for Line Sharing requirements					
			Period 1	Period 2	Period 3	Period 4	Period 5	Period 6