



OUR STORY. YOUR FUTURE.

Working with us as a Delivery Partner

Join us in creating your next chapter.

We're proud to be part of the movement to connect New Zealand to the Ultra Fast Broadband network in partnership with Chorus. It is an exciting time in our country's history, and we're passionate about what lies ahead.

We're excited about better connecting New Zealanders to each other and the rest of the world through the UFB network. And our Delivery Partners are the people who make it happen.

As our scope has expanded we need to grow with it. So we're now looking for the next generation of Delivery Partners to help us connect multi dwelling and single dwelling units to the UFB network.

Ready to shape your story?

A project of this scale can offer outstanding opportunities both in scope and duration. If you're a fibre or civils technician, we have opportunities for you to start your own Delivery Partner business, or work directly for one of our current or future Delivery Partners businesses.





The UCG Delivery Partner model.

What is a Delivery Partner?

Delivery Partners are the UCG front-line field force. They're typically cablers, blowers, surveyors, and civils technicians. While they represent UCG and everything we stand for, they also represent Chorus, and so are an important part of the public roll out of the UFB network.

UCG runs a different business model than some other service providers to Chorus. We use subcontracting firms as our Delivery Partners so they can perform the end-to-end works. That means your business would have responsibility for scoping, building, connecting and any standard civils work capabilities.

What's a typical Delivery Partner team?

A crew is typically made up of 2 people, a qualified and experienced team leader, supported by a secondary crew person (although you can call in additional civils specialists, of course, whenever needed).

Usually Delivery Partner businesses start with a single crew, and depending on your appetite for growth, your performance, your capabilities and the availability of work, there are opportunities to grow the size of your business with more crews.

We'll also provide training and support.

We want all our Delivery Partners to be successful, so we provide induction, supervision, and ongoing support and guidance throughout the full life cycle. To do this, we have friendly, supportive Field Managers (supervisors) and helpful office based staff who are all employees of UCG.



Ready to do this? Start here.

Become a UCG Delivery Partner business owner. It's a great way to kick start your own business, and become an owner/operator Delivery Partner. That means potentially a lot more money and flexible working hours.

If you have the motivation, you can grow your business, and the more crews you have, the more opportunity you have to really prosper. And don't forget, as a Delivery Partner, you're not exclusively tied to UCG, so you can keep building your business on your own terms.

Help to get you up and running.

First, talk to us.

We'll work with you to explain what equipment you will need, what training or certification is required, how to use our systems, and how the payment system works. If you'd like to understand first-hand what it means to be a Delivery Partner business, we can arrange a meeting with one of our current Delivery Partners.

Next, get support.

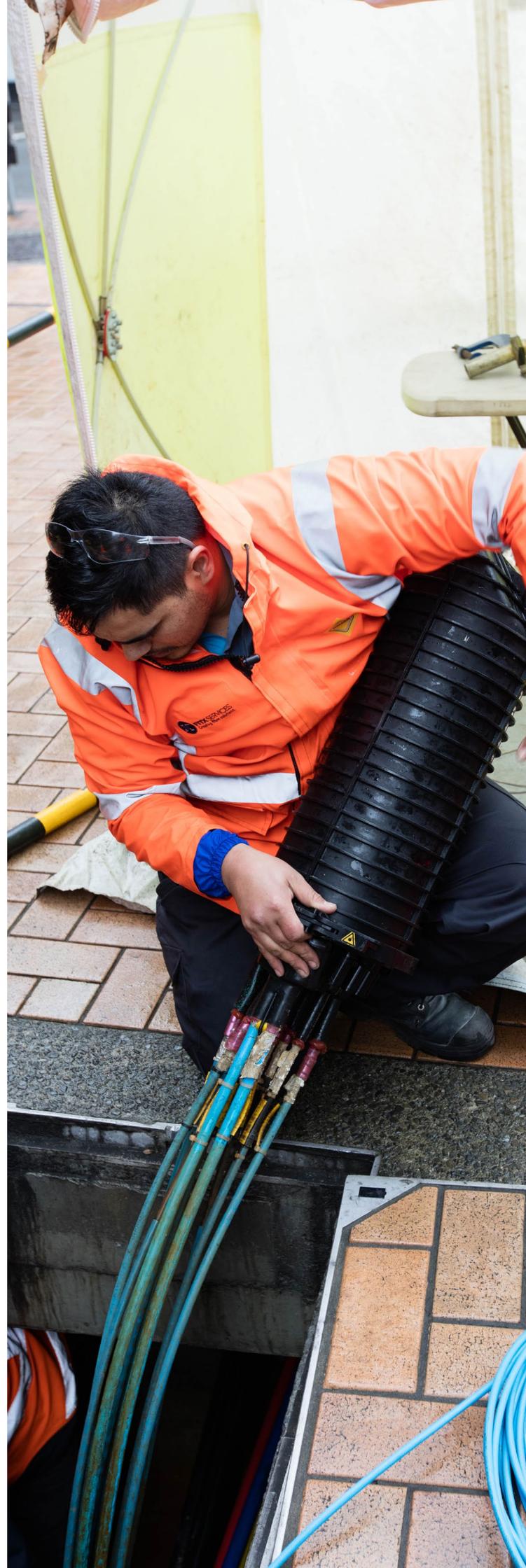
First up – get advice from a good business advisor, and take professional, legal or accounting advice about your contract.

Then, get financing (if required).

When it comes to the ins and outs of financing, we recommend a company called FibreTech who can provide a one-stop-shop for financing, insurance, accounting, and most importantly, business mentoring and advice. They can support you with a package for a brand-new vehicle and equipment, or second hand (conditions apply depending on your situation). See fibretech.nz or contact UCG and we can provide you with some FibreTech promotional material.

Finally, get the right gear.

You'll need a Chorus branded van less than 10 years old in good condition, and an initial investment of about \$20k in equipment.



What about the financials?

UCG pays its Delivery Partners based on the work you do on an outcomes basis – that is, a defined rate for achieving an outcome, whether it is a connection, a trench or a reinstatement. Once the outcome has been completed, we pay fortnightly. While we can't provide exact rates now, the scenario below gives a rough idea of how this commercial model works.

Don't forget, if you can improve your productivity, work more hours in the week, or reduce the costs from those demonstrated, you could earn a lot more.

Example:

If you're running a 2-person crew for UCG as a Delivery Partner (and you're the team leader of the crew), if you're able to achieve productivity of 1.5 SDU jobs per day, and it takes you 9 hours to do it, then you will earn approx. \$725 per day in codes from UCG.

From this, your costs will be approximately

- *\$230 Labour for your offsider if you pay \$20/hour plus 28% for overheads (ACC, uniform, PPE, etc) over the 9 hours*
- *\$78 Vehicle lease, equipment, fuel, insurances*
- *\$30 Materials.*

At these productivity rates and costs, you could expect to take home \$387 per day, which will cover your hourly rate, your "margin", your taxation, and any additional incidental costs or risks not highlighted above (for example, set up costs, training, etc).





Ready? Let's do this!

1. Contact UCG

Contact UCG and let us know your interest at joinus@ucg.co.nz or alternatively visit www.ucg.co.nz and select the link 'UCG is Expanding in New Zealand – Our Story Your Future' where you can lodge your expression of interest. Our Delivery Partner Support team will be in touch within 1-2 business days and we'll cover everything you need to know, including:

- Equipment needed (Van and tools)
- Rates
- Contract
- Training/certifications.

2. Set up your business

- Sign the contract
- Become a GST registered company
- Employ a crew person
- Purchase/lease your van and equipment
- Set up your insurance and financing.

3. Complete your certifications and get inducted

- For you and any crew mates
- Remember, the amount of training depends on your current level of certifications and experience.

Want to be an employee instead?

If you don't want to start your own business and want to be an employee, we can connect you with a number of current or new Delivery Partners who may want to employ people like you. Just get in touch with us first – and remember, different Delivery Partners may have different terms and conditions.

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