

Welcome to Teligen's Tariff Outlook Newsletter

Message From The Editor

Welcome to Tariff Outlook, a fortnightly newsletter brought to you free-of-charge by Teligen's team of tariff analysts and consultants.

In this Tariff Outlook we bring you news on tariffs covering services such as PSTN, converged services, broadband and mobile. In the UAE Etisalat the incumbent has introduced a considerable revision to its international call rates. KPN in the Netherlands has announced that it is simplifying its tariffs by February 2007. Vodafone UK is launching a broadband service in January and TDC Mobil in Denmark is launching a new tariff aimed at children and teenagers.

If these stories or any others we feature in our newsletter are of interest, further details of the tariffs and services can be found in our comprehensive subscription based databases, the T-Products. Go to: www.teligen.com for further details and request a copy of our demo CD.

Our continuing aim is to provide you with up to the minute pricing news and tariff developments. That being said, Tariff Outlook not only serves as an opportunity for us to communicate with you on a regular basis but equally for you to tell us what you think. As such, we would really appreciate any feedback you may have that will help us deliver a newsletter that provides you with real value.

Please feel free to contact the editor if you have any questions about a particular story, or even just to give us your comments. We look forward to hearing from you.

Jóhanna Helgadóttir – Senior Consultant

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Need to benchmark prices between different markets and services?

Why not consider T-Basket, the industry recognised tool. T-Basket offers a unique insight into the price relationships between telecom services in OECD (Organisation for Economic Co-operation and Development) member countries. It uses basket methodologies that are OECD based and OECD-authorized, taking pricing information from the Teligen Master Tariff Database. It forms the basis of the official OECD price performance statistics. This unique tool uses proven methodologies to show you numerically and graphically whether an operator's prices are in line with those in the most competitive markets, the most industrialised markets, and those with close geographical or geopolitical proximity.

To find out more or to request a demonstration, http://www.teligen.com/t_basket.asp

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To find out more or to request a demonstration, http://www.teligen.com/t_world_total.asp

Consulting



This Weeks Top Stories...

- Etisalat, UAE, announced pricing revisions to its international call charges
- KPN Netherlands simplifies fixed tariffs
- BT UK introduces price rise for payphones
- Telekom Austria introduced new DSL plans
- Vodafone UK announces fixed broadband launch
- O2 Germany launches "Business Flat"
- Prepaid Plan for Business customers in Spain
- TDC Mobil, Denmark, introduces a childfriendly mobile tariff

PSTN

Etisalat, UAE, Announced Pricing Revisions to its International Call Charges

Etisalat, the UAE incumbent, has announced pricing revisions to its international call rates for Business customers resulting in up to 35% discount. These revisions have been approved by the Telecommunication Regulatory Authority (TRA).

The new charges will be valid from 1st January 2007 and reductions apply to international calls made from business fixed lines (DEL). The new charges will be equal to the current international off-peak rates regardless of time of the day or day of the week.

Nacera Touileb – *Tariff Analyst*

KPN Netherlands Simplifies Fixed Tariffs

KPN in the Netherlands has announced that it is simplifying its tariffs by February 2007. Currently KPN has almost hundred different prices and is aiming to bring that back to three basic packages.

The three new plans will be called:

- **BelVrij Weekend** (19 per month), with this package you can call for free in the weekend.
- **BelVrij Evening & Weekend** (24 per month), with this package you can call for free in the evening and weekend.
- **BelVrij Always** (32 per month), this is for customers who wants to call for free anytime every day of the week.

Veronique Duchateau – *Junior Tariff Analyst*

BT UK Introduces Price Rise for Payphones

On 16th November BT UK revised their Payphone rates. The minimum call charge was increased by 33%. This effects all local, national and calls to mobile made from public payphones. The widespread use of mobile phones has led to a sharp decrease in payphone usage over the last few years and BT as a result has seen a decline in its profit. BT has a universal social obligation to provide payphones as they are still an important service particularly in rural areas.

Bernadette Finn – *Manager Tariff Services*

Broadband

Telekom Austria Introduced New DSL Plans

Telekom Austria introduced new DSL packages in November. Its previous plans 400MB, 600MB, 2GB, 5GB and 10GB have all been discontinued.

They have been replaced by 4 tariffs ranging from 500MB to a flat rate. Prices start at 19.90 and speeds can go up to 3072 depending on chosen plan. A modem is included in the price. All plans include a certain amount of emails and MB for creating a webpage.

Tamara Stancic – *Consultant*

Converged Services

Vodafone UK Announces Fixed Broadband Launch

UK mobile network operator Vodafone has revealed details of the fixed line broadband service it will launch in the UK on January 8. Called Vodafone at Home, the new service will be available to Vodafone's mobile contract customers on an 18 month subscription for £25 per month, including line rental (non-Vodafone customers will be charged £35 per month). Download speeds will be up to 8Mbps with unlimited downloads and unlimited calls to UK landlines. Subscribers will also receive a 25% discount on calls to mobiles.

In order to compete against the many rival offerings also launched this year, Vodafone will offer free connection and a free Ethernet modem, as well as bundled antivirus software. Subscribers will have the option to upgrade the modem to a wireless Netgear router for £25. Also, a half price Vodafone Mobile Connect USB Modem will allow access the operator's 3G network when on the move (for an additional monthly fee).

Alex Lambert – *Senior Consultant*

Mobile

O2 Germany Launches "Business Flat"

O2 Germany has introduced a new tariff to its business customers – "Business Flat". The new package is aimed at frequent phone users who want full cost control. The tariff contains a flat rate that covers calls to the German fixed network and the O2 network, as well as mailbox inquiries. The basic monthly charge without a handset is 25 (excl. VAT).

Business customers can combine Business Flat with any of O2's business services e.g. such as O2 Multipart, VPN/PNP and all data packs.

Christine Thode – *Tariff Analyst*

Prepaid Plan for Business Customers in Spain

Orange Spain has launched "Tarjeta Empresas", a prepaid mobile tariff for business customers. The product is suitable for employees who receive a large number of calls and for those that must be reachable at all times. Moreover, customers do not need to have a contract plan in order to use this option.

The service offers a very competitive prepaid tariff of euros 0.015 per minute (VAT at 16% excluded) for all national calls, to fixed and mobiles of any network 24 hours a day. Also, incentives will be offer to customers when they recharge their cards with between 30 and 60 Euros a month.

Adriana Rodriguez – *Tariff Analyst*

TDC Mobil, Denmark, Introduces a Childfriendly Mobile Tariff

TDC Mobil in Denmark has announced a new mobile tariff aimed at children and teenagers. TDC claims that this tariff will ensure the safety of children and teenagers using their mobile phones. Furthermore, TDC Mobil, is putting in place initiatives to increase security on content texting. Parents will be in charge of the tariff and can therefore control their child's usage for example by limiting access to content texting.

TDC Mobil is planning to expanding this service so as to give parents the choice of limiting who their children can call. The new solution will be available to customers from 8th December on.

Jóhanna Helgadóttir – *Senior Consultant*