

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.

This issue of Tariff Outlook covers a variety of news across all telecom sectors. Algeria Telecom changed its international call charges and BT raised its prices on Leased Lines. Deutsche Telekom has upgraded its DSL complete packages and Iceland Telecom lowers roaming mobile call charges. Those are just some of the examples of this issue of Tariff Outlook.

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 us either to obtain further information about any particular story or to give us your feedback. Please see the contact details below the name of the editor.

We look forward to hearing from you.

Tamara Stancic – *Consultant*

Tel: + 44 (0) 20 8263 5404, **email:** tstancic@teligen.com

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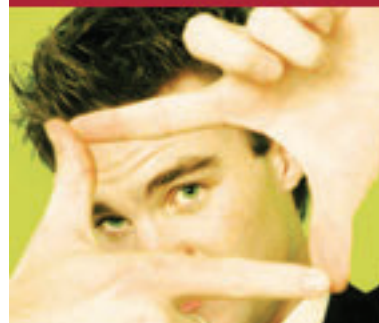
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To find out more or to request a demonstration, http://www.teligen.com/t_world_total.asp

Consulting



This Weeks Top Stories...

- Algeria - Algeria Telecom, revisions its international call charges
- Spain – Telefonica launched “Uno Profesional”
- United Kingdom - BT raised prices on Leased Lines
- Germany - Deutsche Telekom has upgraded its DSL complete packages
- Switzerland - Tele2 creates two new student tariffs
- United Kingdom - O2 UK introduces new Online tariffs
- Iceland - Iceland Telecom lowers roaming mobile call charges
- Belgium - Proximus launches Family Option
- France - Orange France launches converged mobile and Internet subscription

PSTN

Algeria - Algerie Telecom, Revisions Its International Call Charges

Algerie Telecom, the Algeria incumbent, has changed its international call rates for residential customers resulting in a discount of up to 20%.

The new charges are valid from 1st December 2006 and reductions apply to all international calls made from residential fixed lines to international fixed lines. The new charges will start from DA 6.5 per 30 seconds. VAT at 17% is included.

Nacera Touileb – *Tariff Analyst*

Spain – Telefonica Launched “Uno Profesional”

Telefonica has introduced a new Business plan “Uno Profesional”. For a monthly charge of 12 Euros for mobiles and 25 Euros for each fixed line customers can make free calls up to a maximum of two fixed lines and 5 mobile lines at any time. Free calls include calls from fixed lines to mobile, mobile to mobile and mobile to fixed lines.

According to the type of line the free call allowance is limited. VAT at 16% is not included.

Adriana Rodriguez – *Tariff Analyst*

United Kingdom - BT Raised Prices On Leased Lines

Following approval by Ofcom, the UK telecoms regulator, BT has increased prices on a number of their private circuits effective from 1st December 2006.

Connection charges on analogue circuits were increased by 2% for standard and 2.5% for premier lines. Monthly rental was also increased by around 4.5% on local links and 2% on main links. There was one increase on digital services with 8Mbit/s circuits seeing an increase of between 8.6% and 21%, depending on circuit length.

Bernadette Finn – *Manager Tariff Services*

Broadband

Germany - Deutsche Telekom Has Upgraded Its DSL Complete Packages

Deutsche Telekom customers who have chosen the package Call & Surf Basic now receive 1,000 MB per month instead of the previous 500 MB per month.

The company also upgraded the complete package Call & Surf Comfort. The product now includes a DSL 6000 connection instead of a DSL 2000 one.

The respective monthly rentals for each package have not changed. Existing customer of either of the packages will automatically receive the improved performance.

Tamara Stancic – *Consultant*

Mobile

Switzerland - Tele2 Creates Two New Student Tariffs

Operator Tele2 is starting two new student tariffs from 8 December. Customers can opt for Tele.Mobile tip, which has a monthly fee of CHF 15, or Tele2.Mobile top which has a monthly fee of CHF 25.

Both packages allow customers calls to any Tele2 mobile network or any national fixed network for CHF 0.39 per hour, compared to other mobile networks which are charged for the same rate per minute. VAT at 7.6% is included.

Veronique Duchateau – *Junior Tariff Analyst*

United Kingdom - O2 UK Introduces New Online Tariffs

O2 UK has revamped its online tariffs to bring it more into line with its tariff offers on the high street.

The Standard 12 month tariffs as well as the 18 month Talk and Texter tariffs are now available in monthly rental denominations of £25, £30, £35, £40 and £50. The inclusive minutes for the Standard tariff for £25 and £30 packages have been increased by 25% whereas the inclusive minutes for the £25 and £35 packages of the Talker tariff have increased by 33%. Correspondingly the number of inclusive text messages for the Texter tariff has also gone up by 33%.

In line with the O2 Retail tariff range call charges are now offered as a flat rate; yet they have increased by 50%.

Christine Thode – *Tariff Analyst*

Iceland - Iceland Telecom Lowers Roaming Mobile Call Charges

Iceland Telecom is lowering its roaming charges for calls back to Iceland made from a list of 20 countries. According to a Iceland Telecom 88% of all roaming calls back to Iceland are made from these 20 selecte countries. Customers will pay a call set up fee and a per minute charge of 11IKR.

Customers can save up to 66% on a 3 minute call back to Iceland from the UK and up to 43% on a 3 minute call made from Germany to Iceland. In order to take advantage of this new service customers must have subscribe to one of the Better way tariffs from Iceland Telecom.

Jóhanna Helgadóttir – *Senior Consultant*

Belgium - Proximus Launches Family Option

Belgian operator Proximus has launched a discount option for calls between family members. At a cost of €5 per member per month, the Family Calls option can be added to any residential or small business price plan. The €5 per month allows users to make 10 hours of monthly calls to members of the family group.

This plan is similar to Vodafone UK's Family option, which costs £5 per month for unlimited calls between the members (although a limit of 60 minutes per call is imposed).

It appears that, although Vodafone sold its 25% stake in Proximus back to Belgacom in August 2006, there is still a strong marketing co-operation between the two operators.

Another recently introduced Proximus offer is reminiscent of Vodafone's Stop the Clock. New Pay & Go users signing up before 1st February will only have to pay for the first minute of their on-net calls and calls to fixed lines. This benefit will be valid for 1.5 years after signing up.

VAT at 21% is included.

Cora Hackwith – *Consultant*

France - Orange France Launches Converged Mobile And Internet Subscription

On December 1, 2006, French mobile network operator Orange announced the launch of its first product combining a mobile subscription with Internet access, without the need to subscribe to a traditional telephone service.

Called "net et mobile", the new tariff includes high speed Internet access over an 8 Mégamax ADSL line, digital TV, and a multimedia mobile subscription with unlimited calls to other Orange customers every day from 9pm until midnight. The digital TV service is offered via the ADSL connection and includes access to over 40 channels, as well as Video-on-Demand (VOD). The mobile subscription also includes free mobile access to the internet and mobile TV for 6 months. All services are billed on the same invoice.

"Net et mobile" is initially on offer to a limited number of customers for €39.90 per month. Primarily available in the l'Île-de-France region (Paris and surrounding area), the service will be extended in the first half of 2007.

Alex Lambert – *Senior Consultant*