

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 edition of Tariff Outlook we cover a wide range of services. January often sees a plethora of price changes and product launches and the past month has been no exception: from new converged services in Greece, to VoIP tariffs in Switzerland and the UK, to the customary movements in the mobile tariff markets.

If these stories, or any others featured 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 to request a copy of our demo CD. You will also notice that we have included a short case study looking at an example of Teligen's consultancy services – if you are interested in learning more about this, just click on the banner on the right.

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.

Alex Lambert – 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.

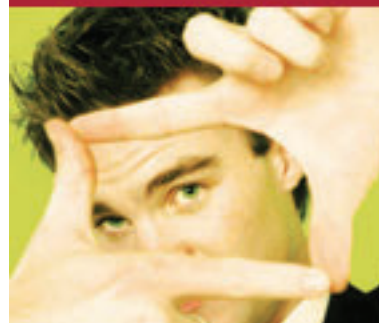
To find out more or to request a demonstration, http://www.teligen.com/t_basket.asp

Want up-to-date tariff information at the touch of button?

T-World Total is the most advanced information system and calculation tool of its kind. It will answer your questions about tariffs, their structures and levels. It will allow you to compare prices among operators and countries in customisable list formats. In addition it has an in-built Analyser, with an integrated global location database. It allows the user to show price developments of a call with duration, or a circuit with distance and it also allows easy calculation of national distances and corresponding circuit prices. With so much to offer this makes T-World Total the only choice for your market intelligence needs.

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

Consulting



This Weeks Top Stories...

- Greece Gets New Forthnet 2play Service
- Swisscom Fixnet Launches Flat Rate VoIP
- Mobiboo Launches Flat Rate UK Tariff
- Teligen Tariff Consultancy – A Case Study
- British Telecom Announces New Business Broadband Offering
- T-Online Germany Introduces New Dial-Up Tariffs
- Eircom Cuts Prices For Calls To Mobile
- BASE Unveils On-Net Tariff
- T-Mobile UK Restructures Post-Paid Tariffs

Converged Services

Greece Gets New Forthnet 2play Service

Forthnet Greece has introduced its new 2play service as of 15th January 2007. The new service enables anyone from anywhere in Greece to benefit from unlimited Broadband access to the Internet and unlimited local and long-distance calls all day, every day.

The new Forthnet 2play service costs 39.90 per month (including 19% VAT). It is available nationwide with download speeds of 1Mbps, and in those areas served by Forthnet's private network, customers can enjoy speeds of 4Mbps for the same price.

Nacera Touileb – *Tariff Analyst*

VoIP

Swisscom Fixnet Launches Flat Rate VoIP

Swisscom Fixnet has introduced a flat-rate charge for its Bluewin Phone VoIP service, enabling customers to make and receive fixed network calls via the Internet. With this new flat rate, unlimited calls can be made to the Swiss fixed network via VoIP at all times for CHF19.80 per month.

Calls can be made either from the home or from any broadband Internet connection anywhere in the world. A separate number for Bluewin Phone is provided by Swisscom Fixnet, although customers can still keep their original fixed-network number.

Adriana Rodriguez – *Tariff Analyst*

Mobiboo Launches Flat Rate UK Tariff

UK internet telephony provider Mobiboo has recently launched a flat rate tariff that allows customers to make unlimited calls to UK landlines. Mobiboo is a VoIP application similar to Skype, available as either a PC-based softphone or a wifi handset. The new tariff is £39.95 per year for home users or £89.95 per year for business users and allows subscribers to make unlimited calls for 12 months to 01 and 02 UK landlines, and to tovo mobile phones.

The tovo is Mobiboo's wifi-enabled VoIP phone, which allows users to make calls at home or at a wifi hotspot. Calls to other destinations, such as mobile phones and international destinations, will continue to be charged at Mobiboo's current rates, such as £0.01 per minute to the US and £0.02 per minute to Hong Kong.

Alex Lambert – *Senior Consultant*

Teligen Tariff Consultancy – A Case Study

Teligen has been providing comprehensive and up to date tariff information for almost three decades, serving some of the most demanding organisations around. Teligen was one of the first organisations in Europe to focus on telecoms tariff information, and we have been providing this information continuously since 1979.

One example of such delivery is the annual report on “Telecoms Tariff Trends” in the EU countries from 1998 till present (the next report being finalised in December 2006), provided to the European Commission. Teligen has been providing information on price changes, time series price development information, details on tariff structures and price benchmarking results to the EU for 10 years now, starting with a report on low-usage telephone service prices in 1997. Over the years Teligen has been providing comprehensive information on areas ranging from the state of competitive development in EU countries, via detailed analysis of broadband prices, to the on-going support of tariff information for the annual “Implementation Reports”.

Providing such information requires in-depth knowledge of the intricacies of the tariff information in all countries covered, and the ability to rationalise such information into a common framework that can allow direct comparisons of data and results. This has been one of Teligen’s strengths over the years – providing tariff information in database formats and creating systems that allow the end user to see the relationships between different price elements and the end user cost.

Halvor Sannæs – *Director Tariff Services*

Broadband

British Telecom Announces New Business Broadband Offering

On 18th January, UK incumbent BT launched a new broadband product called BT Business Total Broadband, aimed at small businesses. The new offering has download speeds of up to 8Mb and comes with an additional free Broadband Voice line with capped UK and international calls via the Internet. Other benefits included in the package are the Business Essential package, including Business Email Lite mailboxes and 20MB of webspace, and access to BT Workspace Lite, the latest collaboration tool that allows everyone within the company to store, access and share information.

Customers have 3 BT Business Total Broadband options to choose from with monthly rental charges starting at £21.99 (excluding VAT).

Jóhanna Helgadóttir – *Senior Consultant*

Dial-up Internet

T-Online Germany Introduces New Dial-Up Tariffs

T-Online, the internet operation of German incumbent Deutsche Telekom, has announced the launch of “eco flat”, a flat rate dial-up tariff that costs €79.99 per month. It is available to both Analogue and ISDN customers (although calls made using the second ISDN channel are charged at 1.8c/min).

The operator has also introduced a further three non flat rate tariffs: “eco time 10”, “eco time 30” and “eco time 50”. Each tariff includes a certain amount of free minutes per month, and rental starts from €7.99 per month. All tariffs have a minimum contract duration of 6 months.

Tamara Stancic – *Consultant*

PSTN

Eircom Cuts Prices for Calls to Mobile

Irish incumbent operator eircom has cut the cost of calling mobile networks. Calls from fixed lines to mobile phones now cost around 3% less during peak times, over 4% less during evenings and up to 10% less at weekends. These prices became effective on the 8th January, 2007.

Bernadette Finn – *Manager, Tariff Services*

MOBILE

BASE Unveils On-Net Tariff

Belgian mobile network operator BASE has launched BASE 3, a contract tariff aimed at users with a predominantly on-net calling pattern. For €25 per month, they will be able to make three hours' worth of calls per day to other BASE users as well as send 1000 on-net texts per month. Calls to fixed lines and to other mobile operators are not included in the package and neither are cross-net texts.

BASE 3 joins a tariff line-up which includes Zero, a pay-as-you-use contract price plan; Postpaid, a consumable tariff with bonuses; and Chiama and Ay Yildiz, which offer preferential rates to the Italian and Turkish communities respectively.

Cora Hackwith – *Consultant*

T-Mobile UK Restructures Post-Paid Tariffs

T-Mobile UK has announced that it is to drop its "Relax" range of tariff plans and replace them with 12-month "Flext" plans from 1st February 2007, with the aim of simplifying its pay-monthly offering.

The new 12-month "Flext" contracts will be available in three denominations of £25, £35 and £50. Customers are to receive more value from the new price plans – for example, a 12-month Flext 35 contract is to offer up to 600 minutes or 1,200 texts as opposed to the old Relax 35 tariff, which offered 500 minutes and 200 texts. T-Mobile is also phasing out its 18-month "Flext" 30 and 75 price plans. This means that "Flext" plans on 18-month contracts will be offered in denominations of £20, £25, £35 and £50 (all prices include VAT at 17.5%).

Christine Thode – *Tariff Analyst*