

## 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 again a variety of news across all telecom sectors. TCD Denmark announced price reductions for Broadband and Mobistar offers a new tariff called 'AtHome'. Mobile prices have dropped in Vietnam and Arcor in Germany increased its call charges. Those are just some of the examples of this issue of Tariff Outlook.

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](http://www.teligen.com) for further details and 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 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*

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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](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](http://www.teligen.com/t_world_total.asp)

## Consulting



### This Weeks Top Stories...

- Qatar - New Three Services in One Offer From Qtel
- Germany - Arcor Increases Call Charges
- Denmark - TDC Denmark Announces Price Reduction For Broadband
- Teligen Tariff Consultancy - A Case Study
- Belgium - Mobistar 'Home-Zone' Tariff
- Vietnam - Mobile Prices Drop in Vietnam
- Netherlands - Telfort Unveils Unlimited Package

## PSTN

### Qatar - New Three Services in One Offer From Qtel

Qtel, the incumbent operator in Qatar, has recently introduced for the first time in Middle East, the New Three services in one package for its residential customers.

The new package provides a GSM Post-paid line, Barq ADSL 512kb high speed access to the Internet and landline subscriptions billed in one bill for a monthly fee of QR250 instead of the regular QR283, when customers subscribe to each service separately (VAT not applicable).

**Nacera Touileb** – *Tariff Analyst*

### Germany – Arcor Increases Call Charges

Arcor has changed its call charges on its Call-by-Call tariff. Even though the company decreased local calls during peak times and long distance calls during the evening by 10%, it has increased its prices during other times by 46% and local calls in the evening by even 86%.

**Tamara Stancic** – *Consultant*

## Broadband

### Denmark - TDC Denmark Announces Price Reduction For Broadband

The Danish incumbent TDC has announced that as of 1st April it is going to change prices and speeds for its broadband offerings. According to TDC's announcement prices for the highest speed products are expected to fall by as much as 30%. Current customers will enjoy an increased speed of up to two to three times faster than current speeds. Customers who now subscribe to TDC's most popular broadband product TDC Bredband 2Mbps, will see an upgrade in download speeds to either 4Mbps or 6Mbps with the same monthly rental. The changes in speed are expected to be complete by 1st May 2007.

The price and speed changes apply to TDC's residential customers who subscribe to TDC Broadband, TDC Webspeed as well as customers who subscribe to TDC Medarbejderbredband.

**Johanna Helgadottir** – *Senior Consultant*

## Consultancy

### Teligen Tariff Consultancy – A Case Study

When several competing companies have common interests it can often be problematic to share information. In such cases Teligen can act as the middle man making sure that results are produced without any source data being disclosed.

Teligen has worked with several groups of operators or service providers over the years, being the central collection point for information, and analysing this information to produce the intended results. Teligen can, based on Non Disclosure Agreements (NDA) with the participating companies, collect price information from each participant for own or other providers services. This information is not disclosed to the other participant, and Teligen is making sure that the output data cannot be used to identify specific price information of an individual participant.

Such a method has been used successfully in cases where for example several operating companies have common interests in approaching a regulator, or where a group of operating companies just want to find out if their prices are within acceptable range of for example established price benchmarks like the OECD baskets. Teligen has considerable experience in such studies, in fact this history goes right back to our start in 1976.

**Halvor Sannæs** – *Director Tariff Services*

## Mobile

### Belgium - Mobistar 'Home-Zone' Tariff

Mobistar launches Mobistar 'AtHome' on 19th March 2007.†This new tariff will allow customers to make calls to fix numbers in Belgium and abroad from their mobile without the need of a fixed line. 'AtHome' costs €10.00 per month and includes 40 hours of free calls to any fixed line in Belgium.

VAT of 21% included.

**Adriana Rodriguez** – *Tariff Analyst*

### Vietnam - Mobile Prices Drop in Vietnam

Vietnam's state owned VNTP has announced that it will reduce the tariffs charged by its mobile providers VinaPhone and MobiFone by up to 20%. This follows an earlier announcement by Viettel one of 4 other mobile operators in the country who cut their monthly fees by 50% for post-paid customers. Viettel Mobile now claims 5 million subscribers putting it on par with VinaPhone and MobiFone.

The three remaining operators HT Mobile, EVN Telecom and S-Fone are poised to cut their prices thus triggering a possible price war between mobile operators in the country during the coming months.

These new price changes come into effect at the end of March 2007.

**Bernadette Finn** – *Manager, Tariff Services*

### Netherlands - Telfort Unveils Unlimited Package

On March 1st, Telfort launched its Unlimited package. The Dutch operator, which is now owned by KPN, claims that this tariff is the first of its kind in the Dutch market as it offers unlimited on-net calls as well as unlimited calls to fixed lines for a monthly fee.

Telfort Unlimited is offered as a SIM only plan with optional handset. Customers can benefit from an 'introduce a friend' promotion, which offers one month's rental free of charge to both the existing and the new user.

**Cora Hackwith** – *Consultant*