

Welcome to Teligen's Tariff Outlook Newsletter

Message From The Editor

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

We have a great selection of stories this week including news of price reductions happening in Switzerland, Ireland and the UK. The Italians are testing the broadband market in The Netherlands in the shape of Alice and finally news of 3 in the UK cutting roaming rates below EU guidelines – could we see others mobile operators doing the same? Watch this space as we will bring you all the latest news on the roaming price changes over the coming weeks.

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 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.

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.

Bernadette Finn – *Manager, Tariff Services*

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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.

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

Consulting



This Weeks Top Stories...

- Switzerland – Sunrise Reduces Fixed Prices
- UK – Tesco Homephone Make Further Price Changes
- UAE – Favourite Country Plan Extended To Fixed Line Subscribers
- The Netherlands – Italian Broadband Provider Enters Dutch Market
- India – MTNL Launches New Night Time Broadband Package
- Teligen Tariff Consultancy – A Case Study
- Ireland – Mobile Operators To Reduce Termination Rates Over The Next Five Years
- Greece – Wind Unveils Mobile Add-Ons
- UK – 3 Cuts Roaming Rates Below EU Guidelines

PSTN

Sunrise Reduces Fixed Prices

Swiss telecommunications provider Sunrise announced it is lowering its tariffs for calls from the fixed network to Swiss mobile networks with immediate effect. The biggest change in tariffs is a drop of nearly 20% when calling Swiss Orange, Coop and Tele2 customers at the peak tariff and of nearly 25% when calling off peak. Also, calling costs to the Swisscom Mobile, cablecom, M-Budget and yallo networks are reduced at both rates. Furthermore, the Swiss provider introduced a low rate for calls to Sunrise mobile customers, saving Sunrise Select customers more than 6% when calling at weekends and between 7 pm and 8 am on weekdays.

Ansfried Lekkerkerker – *Tariff Analyst*

UK – Tesco Home Phone Make Further Price Changes

Tesco has announced further changes to their home phone service. These price changes, effective from 1st September include removing the minimum call charge and replacing it with a one-off connection fee of 6p per call. In the future, all calls will be billed per minute and not per second as has been the case. There has also been a reduction of 15% on off peak calls for Talk 1 customers while national peak calls increased by 7% for all customers. These changes follow a series of price cuts on monthly rental for all Talk customers earlier this month.

Bernadette Finn – *Manager, Tariff Services*

UAE – Favourite Country Plan Extended To Fixed Line Subscribers

Etisalat, the UAE incumbent operator has extended the benefit of its "Favourite Country Plan" to its fixed line subscribers around the UAE, available with no rental or subscription fees.

The plan was first introduced in June 2007 for Etisalat mobile customers, offering Wasel prepaid customers a discount of 20% and postpaid customers a discount of 25% to their favourite country.

As of 28th July, Etisalat's fixed line customers can now benefit from 24 hour discounts of 30% on all calls made to one international destination. The discount will apply on both peak and off peak call rates.

Nacera Touileb – *Senior Analyst*

Multiplay

The Netherlands – Italian Broadband Provider Alice Enters Dutch Market

The Italian broadband provider Alice has been launched in the Dutch market by its parent company Telecom Italia and its Dutch subsidiary BBned. The provider is offering customers a multiplay package of 20Mbps broadband together with a fixed telephony subscription. Customers will receive free unlimited calls to fixed numbers in the Netherlands with no call set-up fee. The monthly rental is €29.90. Customers also have a choice of a flat-rate plan at a monthly rate of €19.00. This option offers calls to 47 international destinations some limitations apply.

Jóhanna Helgadóttir – *Senior Consultant*

India – MTNL Launches New Night Time Broadband Package

The Indian Telecom Company MTNL is launching a new night unlimited plan called TriB 749 NU. With speeds of up to 2 Mbps, free data download during day (0800 Hrs to 0000 Hrs) and unlimited free data download during night (0000 Hrs to 0800 Hrs). The plan is offered at R.749 per month and is effective from 16th August 2007.

Registration and installation charges will remain the same as the TriB 199 plan.

Adriana Rodriguez – *Tariff Analyst*

Consultancy

Teligen Tariff Consultancy – A Case Study

Teligen is often asked to provide tariff data to companies that either want to collate prices from a range of sources or that need external data from a neutral source.

Most incumbent operators are constantly involved in price discussions with the national regulator. One issue in such discussions can be the source of the price data used – it is often sensible to get an external agency to provide the data, so as to ensure that the data is presented in a neutral way, and that the data for other regions or countries is covered consistently.

Additional functionality in the tariff presentation, such as price benchmarking and international coverage, can often be important in the provision of such data – Teligen is able to provide comprehensive data from a wide range of sources. The output formats can be developed to the client's requirements, and the scope of the tariff data and analysis can be as wide as the client requires.

Teligen has extensive experience in providing tariff information to support a variety of requirements, and is able to work with the client to obtain the best "value for money" results from the tariff delivery.

Halvor Sannæs – *Director Tariff Service*

Mobile

Ireland – Mobile Operators to Reduce Termination Rates Over the Next Five Years

Ireland's Commission for Communications Regulation (ComReg) has secured voluntarily agreements from mobile operators Vodafone, O2 and Meteor, to reduce their Mobile Termination Rates (MTRs) in each of the next five years. The reductions should result in an average MTR of €0.0799 by 1st January 2012. Reductions will be implemented from the 1st January of each year.

These undertakings form part of ComReg's overall regulation of mobile termination rates. ComReg will continue to benchmark Irish rates against other EU rates to ensure that the trend in Irish rates is consistent with other EU countries.

Angela Toal – *Tariff Analyst*

Greece – WIND Unveils Mobile Add-Ons

Wind Hellas, formerly TIM Hellas, has unveiled an add-on to its Flexy tariffs. The Wind to Fixed Add-On offers 500 monthly minutes of calls to fixed lines for €12.50 inclusive of VAT. The bundle is subject to a minimum call duration and rollover is not allowed.

Wind is offering eight different Flexy bundles at monthly charges between €20 and €100. The airtime value included in each package exceeds the monthly fee and can be used for voice calls as well as messaging.

Other add-ons available from Wind Hellas include SMS & MMS, international and friends and family bundles.

Cora Hackwith – *Consultant*

UK – 3 Cuts Roaming Rates Below EU Guidelines

From 30th August the UK operator 3 will be cutting its roaming charges following the EU legislation to cap mobile roaming rates in Europe. The company will be lowering prices below the new law's requirements. 3 customers travelling anywhere in the EU countries will pay 25p per minute to make a call to any standard UK landline or mobile, and 10p per minute to receive a call. These prices will apply to all customers, prepay and contract.

Tamara Stancic – *Consultant*