

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.

This issue of Tariff Outlook covers a variety of news across all telecom sectors. Telecom Namibia revised its tariffs while T-Mobile launched the first pay-per-day 3G mobile broadband in the UK. Orange Business Services unveiled IP VPN Protected service worldwide. Movistar in Argentina introduced a new postpaid tariff and Sunrise in Switzerland re-vamped its price plans. Those are just some of the stories in 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 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 for the editor.

We look forward to hearing from you.

Tamara Stančić – 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

Consulting



This Weeks Top Stories...

- Namibia – Telecom Namibia Revise Tariffs
- UK – UK Post Office Launches Broadband Services
- UK – T-Mobile Launches Pay-Per-Day 3G Mobile Broadband
- T-Connect
- UK – 3 UK Launches Prepaid Plan Flat12
- Argentina – Movistar Introduced Tariff "Comunidad Infinito"
- Germany – Debitel Introduces Friends & Family Tariff
- Turkey – Avea Introduced A New Tariff For Its Corporate Customers
- UK – Carphone Warehouse Launches MVNO on Vodafone Network
- Switzerland – Sunrise Re-vamps Price Plans
- Global – New IP VPN Protected Service From Orange Business

PSTN

Namibia – Telecom Namibia Revise Tariffs

Telecom Namibia has this month restructured many of its fixed line tariffs. Monthly rental charges for both business and residential subscribers are increased by 10% while international call charges to many countries are cut by an average of 14%. The company also announced their move to full per second billing with subscribers now being billed from the 1st second of the call.

Other tariffs that are revised include national long distance and international leased lines, reduced by 13% and 8% respectively. All these changes came into effect on 1st October, 2007.

Bernadette Finn – *Manager, Tariff Services*

Broadband

UK – UK Post Office Launches Broadband Services

It was reported on October 15th that the UK Post Office has launched a range of broadband services. The "Broadband Standard" package costs £15.95 per month for connection speeds up to 8 Mbps, a 5GB monthly download limit and a free modem. The "Broadband Extra" package includes unlimited monthly downloads, subject to a fair usage policy, a wireless router and a security suite with parental controls.

Packages offering bundled broadband and home telephone start at £21.95 per month for broadband, line rental and free evening and weekend calls to fixed lines.

Angela Toal – *Tariff Analyst*

UK – T-Mobile Launches Pay-Per-Day 3G Mobile Broadband

From 1st November T-Mobile will be launching its pay-per-day mobile broadband service for its UK customers. The new service Web'n'Walk Daily, which costs a maximum of £4 a day, requires no contract and users will be able to access the net via a T-Mobile USB modem which they plug into the laptop. The service will offer unlimited browsing. T-Mobile will also cut the cost of its Web'n'Walk Plus and Web'n'Walk Max price plans.

Tamara Stančić – *Senior Consultant*

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

T-Connect

T-Connect, the latest addition to Teligen's range of T-products, is finally here. It will help you find your way through the Broadband pricing jungle and support your day-to-day business activities.

T-Connect has been developed to capture the ever changing Broadband market and its many different structures. T-Connect is a single source of broadband price and service information covering 30 European countries and over 300 tariff packages in its standard version. T-Connect can also be tailored to your specific data coverage requirements.

If you are looking for the best offer available in a country, or wish to see how price levels in one country compare with the prices in another, T-Connect will provide you with the facts and benchmarking results based on proven methodology.

T-Connect is an interactive system that allows you to tailor the benchmarking parameters to your requirements, and also lets you generate results based on different methodologies.

Teligen's price benchmarking experience is unrivalled in the business. We have been offering databases and systems for comparing prices of telecoms services since 1991, and have been providing the OECD Price Benchmarking results continually since 1995.

To find out more about T-Connect please contact us either at sales@teligen.com or on telephone number **+44 (0) 20 8263 5440**.

Mobile

UK – UK Launches Prepaid Plan Flat12

From 17th October, all new customers joining Pay As You Go on 3 will pay one low 12p rate – anytime – with 'Flat12' to UK mobiles and landlines. 300 free minutes are also provided for calls to other 3 users along with 30 days free Skype to Skype VoIP calls and messages.

Also, free voicemail is available to the Flat12 customers, even if they have no credit.

Adriana Rodriguez – *Tariff Analyst*

Argentina – Movistar Introduced Tariff "Comunidad Infinito"

Movistar Argentina launched "Comunidad Infinito" a new plan that offers free calls between its subscribers with a promotional price plan of only 59 ARG PESOS per month for the first three months.

The plan includes 500 minutes and 500 SMS to Movistar plus 50 ARG PESOS of monthly value to be used in landline or other network calls.

Catherine Arteaga – *Tariff Analyst*

Germany – Debitel Introduces Friends & Family Tariff

On 1st October, Debitel introduced Vario 5, which allows users to call five preferential numbers in any German network for €0.05 per minute. A flat rate applies to other voice calls. In addition, there is an option offering texts to the same five numbers for €0.05 each.

Cora Hackwith – *Consultant*

Turkey – Avea Introduced A New Tariff For Its Corporate Customers

On the 15th of October 2007 Avea launched the 'Tümüş' business tariff. Companies can now make free calls both within the company and with external relations who have an Avea business line like their suppliers, customers and business partners. Companies can choose between 'Tümüş' and 'Tümüş+' depending on their needs. The tariffs vary in their monthly allowance and rental.

Yilmaz Bakay – *Tariff Analyst*

UK – Carphone Warehouse Launches MVNO on Vodafone Network

Carphone Warehouse Group, Europe's largest mobile phone retailer, launched its own low-cost UK mobile phone service, after signing a deal to rent out part of Vodafone Group's network.

The new Talkmobile service offers customers a chance to sign-up to a nine-month mobile phone contract from £12 a month, including 50 minutes of voice calls and 50 text messages. The highest Talkmobile plan costs £18 a month, with customers getting a free Nokia, Motorola or Samsung phone. Other price plans range in cost and duration, with customers able to sign up to 9, 12 or 18 month contracts.

The service is targeted at recruiting customers who don't want to sign-up to 18-month contracts while most mobile operators offer 12-month to 18-month contracts only.

Catherine Arteaga – *Tariff Analyst*

Switzerland – Sunrise Re-vamps Price Plans

Swiss operator Sunrise has streamlined its range of price plans. Since 4th October, Sunrise has been offering only four tariffs: one prepaid and three pay monthly plans.

The three monthly price plans have no monthly charge, but a minimum usage instead, ranging from CHF25 to CHF75. Charges for SMS, MMS and mobile Internet usage are the same across the range of plans, whereas voice mail is free. In addition, pay monthly users can sign up to bundles that give discounts on SMS, international calling or data.

Cora Hackwith – *Consultant*

Global – New IP VPN Protected Service From Orange Business

Orange Business Services unveiled its IP VPN Protected service worldwide; a new service that allows companies to protect their remote sites from internal and external attack.

IP VPN Protected includes two options:

- The firewall option: The Company determines the screening rules, which can either be general or specific to one site.
- The intrusion prevention option: This option inspects inputs and outputs, and prevents viruses circulating, such as any virus from the PCs of members of staff remotely connecting to the site.

These options are based on the capacity of ISRs (Integrated Service Routers). They can be integrated into the corporate IP VPN with no additional equipment required, and their features can also be adjusted for each site, while complying with the company's overall security policy. Each option is available for €100 implementation charge and €50 monthly subscription fee.

Nacera Touileb – *Consultant*