

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. Orange Business Services has installed its long-distance voice infrastructure in Russia. Bouygues launched a wireless broadband service over its new HSDPA network in France and Tele2 in Germany has made changes to its Internet tariffs. Meanwhile in the mobile market Avea has announced the launch of a new tariff in Turkey. Mobily has recently launched a home-zone tariff in Saudi Arabia and Globul in Bulgaria is offering free weekend calls to pre-paid customers. 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.

Nacera Touileb – *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...

- Russia – Orange Business Services to Operate as Russian Long-Distance Provider
- France – Bouygues Telecom Launches HSDPA Wireless Broadband
- Germany – Tele2 Changes Call Charges and Billing
- T-Connect
- Turkey – New "ToplanGel" Tariff From Avea
- Saudi Arabia – Cheaper Mobile Calls at Home From Mobily
- Portugal – Vodafone Portugal Launches Mobile Internet Package
- Bulgaria – Globul Offers Free Weekend Calls to Pre-paid Users

PSTN

Russia – Orange Business Services to Operate as Russian Long-Distance Phone Provider

Orange Business Services has announced the full implementation of a long-distance phone licence in Russia.

Over the past two years, Orange installed its long-distance voice infrastructure in Russia. The final step to be awarded with this licence was to receive dialling codes 59 and 54. This was signed by the Russian Minister for Information Technology and Communication, on November 7, 2007.

With this new licence, Orange will provide large and medium sized businesses with international and national long distance services throughout the country, starting early 2008.

Nacera Touileb – *Consultant*

Broadband

France – Bouygues Telecom Launches HSDPA Wireless Broadband

France's 3rd largest mobile operator, Bouygues Telecom, launched a wireless broadband service over its new HSDPA network on 19th November 2007. Packages start from €29.90 a month for a 200MB monthly data limit on a 24-month contract. Business customers can have unlimited data transfers for 69 a month on a 24-month basis. 12-month contracts are also available for both personal and business users. Subscribers will need to buy a USB wireless dongle to access mobile Internet services.

Angela Toal – *Tariff Analyst*

Germany – Tele2 Changes Call Charges and Billing

Tele2 made changes to its Internet tariffs on the 16th November. The call charges for "Action13" have increased for most time bands by 230% whereas calls between Mon-Fri 6am-8am have decreased by 99%.

The billing for "Action2" "Action3" and "Action4" has been changed from per second to per minute.

Call charges for some time bands have gone down by up to 89% others have increased by up to 416% depending on the tariff.

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

It is finally here! A product that will help you to find your way through the Broadband pricing jungle and support you with 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

Turkey – New “ToplanGel” Tariff From Avea

Avea, the Turkish Mobile operator has announced the launch of a new tariff “**ToplanGel**” (**ComeTogether**), allowing its customers to make a free calls to each other.

Avea postpaid customers connected to this tariff can create a group of ten favourite people, who are also on this tariff. 300 free minutes per month are included. If the customers exceed their allowance or make calls outside this group of ten, a call charge applies.

The basic monthly rental is 5.9 YTL a month. New customers connecting to this tariff before 1 January 2008 will benefit from a promotion in the monthly line rental.

Yilmaz Bakay – *Tariff Analyst*

Saudi Arabia – Cheaper Mobile Calls at Home From Mobily

Mobily, the Saudi Arabian mobile operator (owned by Etisalat) has recently launched a home-zone tariff which offers cheap-rate mobile calls when a subscriber is at home. The new post-paid package, dubbed Mada, offers calls to fixed line numbers or other Mobily customers at SAR0.20 per minute. Calls made outside the home area are treated as conventional mobile calls and are charged at the flat rate of SAR0.30 per minute. The tariff is designed to encourage users to replace their traditional fixed line home phone connection with a mobile package.

Bernadette Finn – *Manager, Tariff Services*

Portugal – Vodafone Portugal Launches Mobile Internet Package

Vodafone, the Mobile operator in Portugal has launched a new mobile internet tariff called “Aditivo Internet Move!” which combines three services that up to now have been sold separately.

The new package comprises the web browser “Aditivo Navegar” plan, the IM service “Vodafone Messenger” and “Vodafone My Mail”, which provides users with mobile access to their email account.

The monthly charge for this new tariff is €9.90/month, with the first month free.

Catherine Arteaga – *Tariff Analyst*

Bulgaria – Globul Offers Free Weekend Calls to Pre-paid Users

The new pre-paid pack “b-connect weekend+” offers customers 20 free minutes for calls to GLOBUL network during the weekend every time they recharge their card. After using the free allowance, customers will receive 50% reduction on charges for weekend calls and text messages.

The price of the “b-connect weekend+” pack is BGN17.98 (VAT included) and includes two SIM-cards with BGN5 initial airtime credit each.

Adriana Rodriguez – *Tariff Analyst*