

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. BT has announced changes to its BT Together Option 1 plan. Swisscom is to launch a fixed-line phone and internet bundle. UK supermarket Tesco has introduced a new pay as you go tariff. Avea Turkey has revised the call charges for their business "Ekstra" tariff and European mobile operators agreed to lower mobile data roaming fees. These 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 Week's Top Stories...

- UK - BT Increases Daytime Call Costs But Ends Weekend Call Charges
- Ireland - Eircom Reduces Calls To Mobile
- Greece – New Reduced Price For Broadband ADSL From Forthnet
- T-Connect
- Turkey - Avea Revise The Call Charges For Its Business "Ekstra" Tariff
- Europe - T-Mobile In Talks To Lower Mobile Data Roaming Fees
- UK - New Pay As You Go Tariff From Tesco Mobile
- Europe – KPN, 3 & Play To Lower Mobile Data Roaming Fees
- Switzerland – Swisscom To Launch High-speed Internet Access And Unlimited Calls

PSTN

UK - BT Increases Daytime Call Costs But Ends Weekend Call Charges

BT has announced changes to its BT Together Option 1 plan. Since 1st February 2008 subscribers can make unlimited free calls to UK landlines at weekends.

Further changes will take effect from 1st April 2008. The plan will be renamed "Unlimited Weekend Plan", the cost of making daytime calls will rise by 23% and monthly line rental will go up by 75p.

Changes will also be made to BT's other calling packages. Option 2 will be renamed "Unlimited Evening & Weekend Plan" and Option 3 will become "Unlimited Anytime Plan". The monthly charge for these packages will fall by at least 21%.

A new International Saver calling plan will also be launched offering reduced rates for calls to more than 200 international destinations.

Angela Toal – *Tariff Analyst*

Ireland - Eircom Reduces Calls To Mobile

Irish incumbent operator eircom have just announced new price cuts on calls from fixed to mobile networks. Effective from 1st February, both business and residential customers will see savings of between 0.10% and 28% on calls to mobile (excluding O2 evenings) as a result of the reductions. These changes reflect the recently amended mobile termination rates introduced by the 3 mobile networks in Ireland, Vodafone, O2 and Meteor.

Bernadette Finn – *Manager, Tariff Services*

Broadband

Greece – New Reduced Price For Broadband ADSL From Forthnet

Forthnet is lowering its ADSL service price and offering unlimited broadband ADSL with speed up to 24Mbps.

For €19.50 a month, Forthnet ADSL subscribers will benefit from unlimited broadband ADSL access up to 24Mbps, free activation of the service and free necessary equipment. In addition, for subscribers in areas that are not covered by Forthnet's private network, the speed of the Forthnet ADSL will be upgraded from 1Mbps to up to 4Mbps, and a further speed upgrade to up to 24Mbps will be implemented automatically at no extra cost as soon as the area is covered by the company's private network.

Nacera Touileb – *Consultant*

Want up-to-date tariff information at the touch of a 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 00 44 208 263 5440.

Mobile

Turkey - Avea Revise The Call Charges For Its Business "Ekstra" Tariff

Avea, Turkey's third-ranked mobile operator has revised the call charges for their business "Ekstra" tariff. They have reduced the call charges for calls to the Avea network and fixed lines by 5%. The call charges for calls made to other mobile networks (Turkcell and Vodafone) are also reduced by 22.5%.

At the same time, Avea increased the call charges for calls made within the same company business plan by 75%. The monthly rental of 5 YTL remains the same.

Yilmaz Bakay – *Tariff Analyst*

Europe - T-Mobile In Talks To Lower Mobile Data Roaming Fees

T-Mobile is working to secure an agreement between Europe's leading mobile network operators to reduce the prices they charge each other for mobile data roaming.

The concern is that travelers are still charged too much for using their phones abroad despite last year's EU directive which gave a 70 percent cut to the cost of making a voice call on a foreign network in Europe. The aim is to do the same this year for mobile internet and SMS messages.

T-Mobile will announce lower roaming prices at this month's Mobile World Congress in Barcelona and is also hoping to unveil a new wholesale regime, to be adopted by the networks it partners with around Europe.

Adriana Rodriguez – *Senior Tariff Analyst*

Mobile *(continued)*

UK - New Pay As You Go Tariff From Tesco Mobile

UK supermarket Tesco has just introduced a new pay as you go "Standard Plus" tariff which offers customers a monthly bonus of 500 texts or 150 minutes when topping up by £15. The extra minutes and texts can be used to contact any UK mobile or fixed line regardless of the operator or time of day.

This tariff is originally based on the Standard tariff and is available to new and existing customers.

Michal Smit – *Tariff Analyst*

Europe – KPN, 3 Play To Lower Mobile Data Roaming Fees

European mobile operators including KPN in the Netherlands, KPN's Belgian operator BASE and KPN's German operator E-Plus, Polish mobile operator Play and 3's networks in UK, Italy, Ireland, Austria, Sweden and Denmark have all agreed to a wholesale rate of €0.25 per MB of data downloaded.

This agreement anticipates possible regulation from the European Commission. Meanwhile the five operators have challenged other operators across Europe to join them by also bringing down their wholesale rates. With the European average retail roaming rate currently at €5.24 per MB, this could lead to significant reductions in retail prices across the EU. The new wholesale price will be introduced by the subsidiaries of the operators on 1 March 2008.

Catherine Arteaga – *Tariff Analyst*

Multiplay

Switzerland – Swisscom To Launch High-speed Internet Access And Unlimited Calls

From the 1st March, Swisscom is to launch a fixed-line phone and internet bundle offering unlimited calls and browsing for CHF 69/month.

The new subscription is called Infinity and includes a Bluewin DSL connection and domestic fixed-line calls. Costs for the phone line still apply.

Tamara Stančić – *Senior Consultant*