

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.

In this edition it's all change at KPN with revisions to their Bel fixed line packages. Rostelecom in Russia have also made changes, namely reductions to their long distance calling charges with customers in Moscow faring very well from the cut. In mobile news, T-Mobile brings back BEN after a 5 year absence, roaming charges continue to drop in Europe and now in China and we report on new services in Qatar, UK and the USA.

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.

We look forward to hearing from you.

Bernadette Finn – *Manager, Tariff Services*

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This Week's Top Stories...

- The Netherlands – KPN Reviews its Charges
- Russia – Rostelecom Announces Lower Prices for Long-Distance Calls
- T-Connect
- The Netherlands – T-Mobile Re-launches Mobile Brand BEN
- Qatar – New Mobile Broadband Service from Qtel
- Europe – Reduction of Data Roaming Services
- UK – T-Mobile Updates Business Price Plan
- USA – Mobile Operators Introduce Unlimited Price Plans
- China – Chinese Government Slash National Roaming Charges

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

PSTN

The Netherlands – KPN Revises its Charge

As of 1 March 2008, KPN will have new charges for both residential and business customers. These will have an effect on both the monthly line rental as well as the call charges.

While the monthly line rental for the BelVrij Weekend Option package will decrease by 5.3%, the monthly line rental for the BelBasis and BelBudget packages will increase by 1.8% and 4.3% respectively. The new BelBudget monthly rental won't come into effect until 1 May 2008.

Call charges are also changing. BelVrij calls to fixed lines and mobile increasing by respectively 45% and 15%. BelVrij call setup and international call charges remain the same. BelBasis call setup and call charges also go up by approximately 1.5%.

In addition, as of 1 March 2008 the BelBasis package calls to mobile will only have one charge per operator. This means that there will be only one call charge for all times instead of standard, reduced and economy call charges.

Yilmaz Bakay – *Tariff Analyst*

Russia – Rostelecom Announces Lower Prices for Long-Distance Calls

Rostelecom has announced reduced charges for long-distance calls with effect from 1st February 2008. Savings could be as much as 30% for daytime intercity calls, although actual rates will vary from region to region. For example, regular customers in Moscow could see reductions of up to 50% for calls from the capital to the regions.

Both regular clients and occasional users of Rostelecom services will benefit from the reduced calling rates.

Angela Toal – *Tariff Analyst*

T-Connect

Teligen's T-Connect is 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

The Netherlands – T-Mobile Re-launches Mobile Brand BEN

After a 5 year absence, the mobile brand BEN is launched once again by T-mobile Netherlands.

T-Mobile/BEN aims to supply the customers who don't have the need for a new mobile phone. BEN will be offering SIM-only in different monthly subscriptions. These subscriptions offer more minutes and texts than the conventional pay monthly plan including a mobile phone. The contracts available at the moment vary from 100 min / 100 text for €5.95 to 500 min / 500 texts for €22.95. Different ad-on's are also available such as unlimited internet and text bundles. With the text ad-on it is possible to SMS for €0.01 per text.

BEN mobile services will be available from the 3rd March 2008.

Michael Smit – *Tariff Analyst*

Qatar – New Mobile Broadband Service from Qtel

Qtel, the incumbent operator in Qatar has launched a new Mobile Broadband service as of February 19th 2008.

The new service allows customers to access and use the internet on their personal computer anywhere within Doha, Wakrah, Rayyan, Messaieed, Khor and Ras Laffan at speeds similar to the speed of home ADSL broadband.

The new service is available in three different Mobile Broadband price plans with three different levels of data usage. The price ranges from QR100 per month for a 1GB data allowance to QR300 for a 5GB data allowance.

To be able to use the Mobile Broadband, customers need to purchase a USB Modem and a data only SIM card, then subscribe to one of the three price plans.

Nacera Touileb – *Consultant*

Europe – Reduction of Data Roaming Services

As previously announced T-Mobile is now reducing its roaming charges for data usage in other European countries, by introducing a uniform roaming charge for mobile internet use in the EU. It is to be introduced by the middle of 2008 and will cost €2/MB.

Vodafone is also reducing the price of its monthly data roaming tariff for European business travelers. From June, the monthly rental will be down by €15. At the same time, the data usage will be increase to 150MB.

Tamára Stancic – *Senior Consultant*

UK – T-Mobile Updates Business Price Plan

T-Mobile has announced a new price structure for their Business 1-Plan that offers businesses with fewer than 30 connections double voice minutes at no extra cost.

Businesses with more than 30 connections also benefit with a new special offer that gives a price of just £10 per person per month. The updated tariff in addition offers business customers extra bundles of minutes in increments of 250 minutes to meet their needs.

Adriana Rodriguez – *Senior Tariff Analyst*

Mobile *(continued)*

USA – Mobile Operators Introduce Unlimited Price Plans

US mobile operators Verizon Wireless, AT&T and T-Mobile are introducing unlimited monthly price plans, aimed at heavy users.

Verizon has introduced Nationwide Unlimited Anytime Minute Plans, allowing calls to anyone in the US, including land-line phones at a flat rate of USD 99.99 per month. Their new Broadband Access plans start from USD 39.99 for 50 MB monthly access and will be available from 2nd March.

AT&T's plan, available from 22nd February, also costs USD 99.99 per month for unlimited US calling on all devices with no domestic roaming or long distance charges. Existing customers can choose unlimited calling without extending their contract while new customers have the option of a month-to-month, 12 or 24 month contract.

T-Mobile USA will offer a plan for consumers that include unlimited nationwide mobile calling and unlimited nationwide messaging. This offer will be available for USD 99.99 per month from 21 February. With this new plan, domestic roaming and long distance charges are also included. Unlimited messaging includes text messages, picture messages and instant messages.

Catherine Arteaga – *Tariff Analyst*

China – Chinese Government Slashes National Roaming Charges

National mobile roaming charges in China will be lowered on or before 1st of May. The Ministry of Information Industry (MII) and the National Development and Reform Commission (NDRC) have jointly decided to lower the mobile roaming charges following many consumer complaints.

Under the new plan, mobile users will be charged CNY 0.6 per minute for making long-distance calls and CNY 0.4 for receiving calls when travelling in another province. This will offer a saving of up to 60% depending on the call type. There will also be no further fees for long-distance calls, which currently incur an extra CNY 0.07 per 6 seconds.

Catherine Arteaga – *Tariff Analyst*

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