

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 issue of Tariff Outlook we are covering several changes in the broadband market: price revisions and the launch of new plans. BT has launched Total Broadband Anywhere in the UK and a new multiplay package in Ireland. Belgacom has announced the launch of its Business Voice Fusion service plus a reduction to its Mobile Internet rates in Belgium. Telecom Italia has reduced data-roaming charges in Europe by over 50%. Meanwhile in the mobile market T-Mobile has introduced a new pre-paid plan in 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.

Nacera Touileb – *Consultant*

Tel: + 44 (0) 20 8263 5292, **email:** ntouileb@teligen.com

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...

- Pakistan – PTA Reduces Termination Rates From Fixed To Mobile
- UK – BT Launches BT Total Broadband Anywhere
- France – Everywhere Pro Limited Edition From Orange
- USA – AT&T Launches U-Verse Internet Service For Small Businesses
- Belgium – Belgacom Cuts Mobile Internet Rates
- Italy – Telecom Italia Reduces Data-Roaming Charges In Europe By Over 50%
- Venezuela – CANTV Launches Prepay Broadband
- Teligen Tariff Consultancy – A Case Study
- USA – New Pre-Paid Plan From T-Mobile
- Belgium – Belgacom Launches Belgacom Business Voice Fusion
- Ireland – BT Ireland Introduces New Multiplay Package

PSTN

Pakistan – PTA Reduces Termination Rates From Fixed To Mobile

The Pakistan Telecommunication Authority has ordered a 30% reduction in mobile termination rates (MTR) from 1st June. The authority announced cost-based interconnection (termination) charges for fixed-line as well as mobile operators in the decision. MTR have been reduced by 28%, from PKR 1.25 to PKR 0.90 over a period of two and half years. It is expected that the reduction in MTR would reduce fixed to mobile tariffs as well as off-net tariffs for mobile operators.

Bernadette Finn – *Manager, Tariff Services*

Broadband

UK – BT Launches BT Total Broadband Anywhere

UK telco BT has launched BT Total Broadband Anywhere, an all-inclusive package that offers a free, internet-capable Smartphone “BT ToGo” and BT’s Total Broadband service in the home.

Broadband Anywhere customers get a choice of BT ToGo Smartphone - the HTC S620 or S710, both powered by Microsoft Windows Mobile 6.

At home, Broadband Anywhere customers get BT’s ‘Option 3’ Total Broadband service, including a black wireless Home Hub with Hub Phone, download speeds of up to 8 Mbps, online security features and free 5GB digital vault for secure online storage.

Out of the home, the BT ToGo gives customers unlimited broadband and speeds when they are in BT FON Wi-Fi hotspots or 500 minutes in BT Openzone hotspots. When out of WiFi hotspots there is 10 MB monthly download allowance.

Packages start from GBP 23.99 per month for the 3 first months. This package includes 50 call minutes and 50 texts on any network at any time. Larger minute and text bundle options are also available.

Catherine Arteaga – *Tariff Analyst*

France – Everywhere Pro Limited Edition From Orange

Orange has launched Everywhere Pro limited edition, a new solution designed to provide businesses with connection to the internet at the office and on the move.

Everywhere Pro limited edition is a complete package priced at EUR 49 (excluding VAT) per month, available until 1 October. It includes unlimited internet access and telephony via the internet with unlimited calls to fixed lines in France. The package also offers 3 hours of mobile broadband internet access each month using a 3G+ key (sold separately), with customized email addresses in the Company’s name, including the domain name option.

Nacera Touileb – *Consultant*

Broadband (continued)

USA – AT&T Launches U-Verse Internet Service For Small Businesses

In the middle of May AT&T unveiled a U-verse platform for high-speed internet access for small businesses in more than 40 US markets. It will also be available to businesses in additional markets over the coming months. The service offers download speeds up to 10 Mbps and can serve up to 32 internet access connections over existing telephone wiring. The platform offers unlimited e-mail storage and online protection packages and also features wireless office networking at no additional charge.

Several tiers are offered ranging from USD 40 a month up to USD 100 a month, depending on the download speed. AT&T is currently waiving the installation charge of USD 95. The wireless-enabled equipment comes with four Ethernet ports, a USB port for direct connection and AT&T's two-tier firewall.

AT&T Business U-verse also provides free unlimited access to the Company's nationwide Wi-Fi network to small business subscribers. The network comprises more than 17,000 Wi-Fi hot spots.

Angela Toal – *Tariff Analyst*

Belgium – Belgacom Cuts Mobile Internet Rates

Belgium's telecommunications company Belgacom SA has announced that it is cutting its rates by more than 40% for mobile internet via the high-speed 3G broadband network.

Starting this month, mobile internet in Belgium for residential and business customers will cost EUR 14.99 per month for the 15 hour package.

Customers can surf and consult their e-mails everywhere. Employees also have access to company data and central files when they are on the move. Mobile internet is also possible via a PDA, smartphone or mobile phone.

Adriana Rodriguez – *Senior Tariff Analyst*

Italy – Telecom Italia Reduces Data-Roaming Charges In Europe By Over 50%

On May 9th, Telecom Italia announced that it has reduced its data-roaming charges in Europe by over 50%, prompted by European Commission demands for lower roaming rates. Data roaming in Europe using a TIM mobile device or PC card now costs EUR 0.8 per KB including VAT, comparable to the cost of data traffic in Italy. The price is valid anywhere in Europe in web or wap mode and regardless of the operator network chosen.

From July, TIM will launch Maxxi Alice Senza Confini, which will provide 50 MB of usage for EUR 15 a day in any country in the European area.

Angela Toal – *Tariff Analyst*

Venezuela – CANTV Launches Prepay Broadband

State-owned incumbent CANTV in Venezuela has announced the launch of a prepay ADSL broadband plan aimed to low-income groups and for those who already have a prepaid or postpaid telephone line with CANTV.

Using its existing ABA brand, CANTV has launched a 256 kbps download and 128 kbps upload service, with 100MB of downloads per month and a cost of Bs 160.00 including VAT per additional MB.

Adriana Rodriguez – *Senior Tariff Analyst*

Consultancy

Teligen Tariff Consultancy – A Case Study

Teligen has been providing comprehensive and up to date tariff information for almost three decades, serving some of the most high profile organisations around. Teligen was one of the first organisations in Europe to focus on telecoms tariff information, and we have been continuously providing such information to clients since 1979.

One such example is the annual report on “Telecoms Tariff Trends” in the EU countries, from 1998 till present (the most recent report having been finalised in December 2006), provided to the European Commission – Teligen has provided information on price changes, time series price development information, details on tariff structures and price benchmarking results to the Commission for 10 years now, starting with a report on low-usage telephone service prices in 1997. Over the years Teligen has been providing comprehensive information on issues ranging from the state of competitive development in EU countries, via the detailed analysis of broadband prices, to the on-going supply of tariff information for the annual “Implementation Reports”.

Providing such information requires in-depth knowledge of the intricacies of the tariff information in all countries covered, and the ability to rationalise such information into a common framework that can allow direct comparisons of data and results. This has been one of Teligen’s strengths over the years; providing tariff information in database formats, and creating systems that allow the end user to see the relationships between different price elements and the end user cost.

Halvor Sannæs – *Director Tariff Services*

Mobile

USA – New Pre-Paid Plan From T-Mobile

T-Mobile USA has introduced a new pre-paid calling plan ‘Pay By The Day’. The plan costs USD 1 per day and allows users to make calls for USD 0.10 per minute. Users also get unlimited anytime calls to other T-Mobile numbers and unlimited calls to any network in the evenings.

Nacera Touileb – *Consultant*

Belgium – Belgacom Launches Belgacom Business Voice Fusion

Belgacom, the incumbent telecom operator in Belgium, and its mobile unit Proximus have launched a new price plan Business Voice Fusion for small and medium-sized companies. The plan will cost either EUR 20 per month per SIM card for companies with up to ten employees or EUR 8 per month per SIM card for companies with more than ten employees.

For the EUR 20 per month plan, a free allowance of 60 minutes is included for calls to any mobile network at any time plus a free allowance of 600 minutes for calls to Proximus colleagues. In addition, companies get unlimited calls to all fixed lines in Belgium.

For the EUR 8 per month plan, companies get discounted call charges for intra-company calls to both fixed and mobile numbers.

Yilmaz Bakay – *Tariff Analyst*

Multiplay

Ireland – BT Ireland Introduces New Multiplay Package

BT Ireland recently introduced a new multiplay plan, which brings broadband and fixed voice together in a new package called “Broadband & Talk a lot”. The new package is aimed at consumers who mainly call in the evening and at weekends, at these times calls to anywhere in the UK are free.

Depending on the broadband connection, the prices start at EUR 43.95 per month for a 1 Mb connection and up to EUR 60.95 for a 3 Mb broadband connection.

Rick Gerritsen – *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