

Welcome to Teligen's Tariff Outlook Newsletter

Message from the Editor

Welcome to Tariff Outlook, a fortnightly newsletter brought to you free-of-charge by Teligen's team of tariff analysts and consultants.

It has been a quiet couple of weeks with regard to pricing news mainly due to the summer holiday period. However, we are now seeing some movement in the market as reported below. 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, so feel free to contact us - we've put our numbers and emails at the foot of each article.

We look forward to hearing from you.

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This Week's Top Stories...

- [*Telkom SA proposed price changes*](#)
- [*Telenor's SHDSL portfolio changes*](#)
- [*Waitrose \(UK\) launches 2Mbps Broadband*](#)
- [*TDC increases broadband speeds and expands within the Nordic Market*](#)
- [*Sunrise launches VoIP service*](#)
- [*T-Mobile UK announce 3G data card tariffs*](#)
- [*Telkom SA cut prices on data services*](#)

PSTN

Telkom SA proposed price changes

South African fixed operator, Telkom SA has filed an overall price decrease of 3% for its basket services with the Independent Communications Authority of South Africa (ICASA). The new prices will be implemented on 1 September 2005.

The proposed reductions will see local calls decrease by 5% to 38 cents per minute during Standard time, while the minimum charge remains unchanged at 59 cents.

Long distance calls will decrease by 10% to 80.1 cents per minute during Standard time and during Callmore time between 19:00 to 7:00 on weekdays and from 19:00 on Friday to 7:00 on Monday. This is the second price decrease in long distance calls this year. In January 2005, Telkom reduced long distance Standard time call rates by 10% from 99 cents to 89 cents per minute.

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Broadband Internet

Telenor's SHDSL portfolio changes

Telenor introduced two new speeds to its SHDSL offering to businesses. SHDSL offers equal speeds for up and downloading of data. From 23rd August customers can purchase SHDSL packages with speeds up to 4 or 8 Mbit/s.

Package	Speeds Mbps	NOK/Month
0.5 Mbit/s	0.5	1090.00
1 Mbit/s	1.0	1490.00
2 Mbit/s	2.0	1990.00
4 Mbit/s	4.0	3490.00
8 Mbit/s	8.0	6490.00

The SHDSL offering is aimed at the SME market where the possibility to upload large quantities of data is important. Telenor first introduced SHDSL in 2003 and it is only available within a certain distance of the phone exchange. To address this problem Telenor offers extended range, which allows customers outside the normal phone exchange range to gain access by adding several wire pairs in the telephone cables. Earlier this summer Telenor also increased the speeds of its ADSL offering without altering the monthly rentals.

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Waitrose (UK) launches 2Mbps Broadband

The British supermarket Waitrose has launched a 2Mbps broadband ADSL service for £18.99 per month. By signing up customers receive a free modem and free connection. 2Mb broadband comes with 5GB per month. Additional usage can be bought for £2 per GB. The service included unlimited email addresses and 50Mb of webspace.

Waitrose offers users already accessing broadband, 3 months free if they switch from their current provider to Waitrose. Current Waitrose customers can upgrade their connection to 2Mbps for a charge of £25, unless they have been with Waitrose for more than 12 months. In that case the upgrade is free.

Unlike most providers Waitrose donates all profits from the service to four charities – Prince's Trust, Macmillan Cancer Relief, British Heart Foundation and British Red Cross.

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TDC increases broadband speeds and expands within the Nordic Market

TDC announced on August 17th that it is increasing the speed of its fastest broadband product for residential customers from 2Mbps to 8 Mbps. In the first instance TDC is offering a 4Mbps package but from October an 8Mbps package will be available. Prices are including VAT.

Package	Download Mbps	Upload Mbps	DKR/Month
4 Mbps	4096	256	499.00
4 Mbps	4096	512	574.00
8 Mbps*	8000	256	799.00

* Available from October 2005

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VoIP

Sunrise launches VoIP service

From 29th August 2005 customers of Sunrise, Switzerland's alternative telecom service provider, have been able to subscribe to a new Internet telephony (VoIP) service called Sunrise Webphone. The new service is offered to anyone with a broadband Internet connection, regardless of which ISP they use.

Customers of the new VoIP service are able to make national and international calls, and the service can also be accessed while abroad – access to a broadband connection or hotspot is the only requirement, and the customer is billed at the same Swiss rates. The service is available for a one-off activation fee of CHF 20.00 and a monthly charge of CHF 5.90, and includes 120 minutes of calling to domestic fixed line numbers per month. Calls are charged as follows (inclusive of VAT):

		Upload Mbps	
Calls to	Set-Up Charge	Peak	Off-Peak

- other Webphone customers	FREE	FREE	FREE
- Swiss fixed line numbers	CHF 0.035	CHF 0.069	CHF 0.035
- Sunrise mobile (except Yallo)	CHF 0.10	CHF 0.31	CHF 0.31
- Swisscom mobile and Yallo	CHF 0.10	CHF 0.41	CHF 0.31
- Orange and Tele2 mobile	CHF 0.10	CHF 0.55	CHF 0.45

The above charges are the same as those for the standard Sunrise fixed network service (although the call set-up charge for calls between domestic fixed lines is CHF 0.03) – the obvious advantage of Sunrise Webphone is the ability to call other Webphone subscribers for free.

The simple set up and administration of this new service is complemented by a number of useful features: Customers are able to use their regular analogue handset without the need for their PC to be turned on, or they can call direct via their PC, as long as they have a sunrise Webphone starter kit (from CHF 55.00) and an ADSL or cable TV broadband connection. In addition, the service offers a web-based administrative tool that lets users keep track of calls they have made or missed, while enabling them to manage phone numbers and address lists. Users can also forward calls simultaneously to their office phone and mobile, and there is also a function whereby two calls may be conducted at the same time.

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Mobile

T-Mobile UK Announce 3G data card tariffs

T-Mobile UK has published tariffs for its recently announced 3G data cards. These are available in 12, 18 or 24 month versions and with four price plans: Starter, Medium, High or Power.

12 month plans

Price Plan	Data Card Price	Monthly Rental	Inclusive Data (MB)	Out of Bundle Charges
Starter	169.99	12.93	7	3
Medium	119.99	25.85	100	1
High	99.99	51.70	500	0.75
Power	19.99	90.48	1000	0.75

18 month plans

Price Plan	Data Card Price	Monthly Rental	Inclusive Data (MB)	Out of Bundle Charges

Starter	179.99	11.75	7	3
Medium	129.99	23.50	100	1
High	109.99	47.00	500	0.75
Power	29.99	82.25	1000	0.75

24 month plans

Price Plan	Data Card Price	Monthly Rental	Inclusive Data (MB)	Out of Bundle Charges
Starter	159.99	10.58	7	3
Medium	109.99	21.15	100	1
High	89.99	42.30	500	0.75
Power	9.99	74.03	1000	0.75

On all plans, on-net calls and calls to fixed cost 10p per minute. All national texts cost 10p per minute and those sent abroad will be charged at 20p.

All prices are in £ and include VAT.

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Data Networks

Telkom SA cut prices on data services

South African operator, Telkom SA has proposed an average of 10.9% price decrease for all data products effective from 1st September 2005.

The price for HomeDSL 384, Telkom's middle-level broadband, will decrease from R449 to R359 a month. HomeDSL 512 and BusinessDSL 512 super-fast ADSL broadband offerings will be reduced to R477 a month.

The prices for International Private Leased Circuits, cable and satellite were also reduced by 28% in August, having decreased by an average of 23% during 2004.

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