

Welcome to Teligen's Tariff Outlook Newsletter

Message from the Editor

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

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...

- [*Telephone price rises for Telewest Broadband customers*](#)
- [*TeliaSonera offers unlimited Telephony Package*](#)
- [*Unlimited calls to anywhere in France, Europe and USA*](#)
- [*eircom expands business broadband product range*](#)
- [*T-Com announces new T-DSL 6000 plan*](#)
- [*Vodafone Greece reduces Mobile Connect charges*](#)
- [*T-Mobile UK introduces Mates Rates*](#)

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Telephone price rises for Telewest Broadband customers

Telewest Broadband, the UK cable operator, has announced a general increase in prices for its standard line telephone service, Talk Weekends, effective from 1st July. The standard line rental charge has increased by 50 pence to £10.50 per month – this, however, now includes all local and national weekend calls, free of charge. In addition, the daytime rate for local and national calls has decreased from 4 pence to 3 pence per minute, with the 6 pence call set-up charge remaining the same.

The evening charge for customers to call other local Telewest subscribers has increased, with an additional 2 pence charged per minute on top of the existing 6 pence call set-up charge. The charges for additional call features such as number display, call waiting and call divert have also increased by 50 pence per month per feature. A summary of the price changes are shown below, including VAT:

	Old Price	New Price
Standard line rental (1)	£10.00	£10.50
Call features, per feature	£1.00	£1.50
Standard daytime rate to local and national numbers (2)	4 pence per minute	3 pence per minute
Local evening cable-to-cable rate	6 pence per call	6 pence per call plus 2 pence per minute

(1) New rental price includes unlimited local and national weekend calls

(2) Applies to both the standard (Talk Weekends) plan and the Talk Evenings & Weekends plan. Call set-up charge of 6 pence applies.

This is quite a major price change for Telewest, particularly as it affects most prices on their basic package to which the vast majority of their customers subscribe. The change in rental brings it in line with that of the basic plan from BT, and is also the same as that from ntl – the change in price for evening calls between Telewest subscribers is one that is not going to be popular, however. While customers of the standard plan can still call other Telewest customers for a flat rate of 6 pence per call at weekends, the new per minute charge for the same calls during evenings has been met with disapproval. Untimed calls between subscribers has been a feature of cable telephone services for some time and is something that has set them apart from the standard offerings from the traditional fixed line operators – indeed the basic ntl price plan still offers untimed calls between subscribers during the evening as well as at weekends. Whether Telewest stick by this particular price change remains to be seen.

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TeliaSonera offers unlimited Telephony Package

TeliaSonera has introduced a new telephony package in Sweden, called Telia Alltid Total. It eliminates per minute rates for calls to fixed networks and calls to the TeliaSonera mobile network when calling from the TeliaSonera fixed network. The monthly charge for this service is SEK 74.00, including VAT.

This new tariff is a development of the Telia Alltid tariff where customers can call for free on the Swedish fixed network. With Telia Alltid Total calls to the TeliaSonera mobile network are also free. Furthermore, Telia Alltid Total customers will benefit from international rates that are 20% lower than the basic Telia international rates.

The following prices include VAT at 25%. Customers of the new Telia Alltid Total package pay a call set up charge for all their calls:

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Call Set Up Charge	SEK/Call
All Calls	0.69

Calls to other mobile networks are not included in the monthly fee and are charged as follows:

Calls to Mobiles	SEK/Minute	
	Peak	Off Peak
All other networks	1.99	1.10

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Unlimited calls to anywhere in France, Europe and USA

On June 20th 2005, France Telecom launched two new unlimited call tariffs for its residential customers. The new tariffs offer unlimited calls to all fixed and mobile networks anywhere in France, Europe and North America. Calls to special numbers, Internet calls and calls made using France Telecom cards are excluded. Customers can choose from two options: one offers unlimited calls 24 hours a day, 7 days a week and the other, during the evening from 18:00 to 08:00 and all weekend and public holidays. The new tariffs are as follows, including VAT:

- 100% ILLIMITE, 24 hour a day, 7 days a week for €79 a month.
- 100% ILLIMITE, evening and weekends for €59 a month.

These new tariffs allow customers to make as many calls as they want without having to worry about the length of the call or the destination. They give the customer good control over their spending as the monthly budget is known in advance.

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Broadband Internet

***eircom* expands business broadband product range**

Irish incumbent *eircom* has announced an expansion of its range of business broadband products. *eircom* Broadband Time is the first 'time based' broadband product aimed at the Irish business market, and will be available from 7th July. It is being offered at a special promotional price of €16.52 (ex VAT) per month for customers that sign up between July and September 2005. This product is aimed at attracting SME Internet users to the broadband market and includes 20 hours of broadband access per month. After the 20-hour allowance, customers will be charged 3.3c (ex VAT) per minute for additional usage.

eircom is also introducing a new promotional price for its 'always on' standard 2 Mb business broadband product. Between now and 16th September, the monthly rental charge for *eircom* Business Starter has been cut by €10.00 per month to €35.00 per month (ex VAT), offering business customers a savings of almost 25% on monthly rental for broadband. These promotional prices apply to first time customers that sign up before 16th September 2005. They are valid until 31 March 2006, when standard monthly rental rates will apply.

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T-Com announces new T-DSL 6000 plan

From the 1st July 2005 T-Com, the fixed-line operation of Deutsche Telekom, is offering a T-DSL connection with a downstream of 6016 Kbit/s and an upstream of 576 Kbit/s. The new T-DSL 6000 replaces T-DSL 3000, but will keep the same price of €24.99 per month.

A connection charge of €99.95 applies. T-DSL customers who want to change to T-DSL 6000 will have to pay a one-off charge of €49.95.

T-DSL 3000 customers will be able to change to T-DSL 6000 free of charge, as long as the change is technically possible. If not, these customers will still be able to use their existing T-DSL 3000 connection.

At the same time T-Com is working on the next broadband generation: some customers have started testing ADSL 2+ and WiMAX, and VDSL testing will begin this year.

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Mobile

Vodafone Greece reduces Mobile Connect charges

Vodafone Greece has launched five new Mobile Connect 3G/GPRS data plans and claims that rates are now 50% lower than previously.

The new Vodafone Mobile Connect (VMC) plans, which are available to new and existing users, are outlined below (all prices include VAT):

Plan Name	Monthly Charge €	Inclusive Data	Price per MB €
VMC 1	5.00	1MB	5.00
VMC 15	15.00	15MB	1.00
VMC 60	30.00	60MB	0.50
VMC 150	60.00	150MB	0.40
VMC 1GB	99.00	1GB	0.10

On all plans, out of bundle rates will be €4.30 per MB. Roaming will cost €11.90 per MB in a Vodafone partner network and €17.85 in other networks. The operator claims that these new roaming charges represent a 30% discount on previous rates. Heavy users can now subscribe to a roaming plan called Monthly Travel, which offers 100MB worth of roaming data for €75.

A prepay version of the Mobile Connect plan has also been unveiled. Users need to buy a data card and a connection package, which includes €43 worth of data on purchase.

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T-Mobile UK introduces Mates Rates

T-Mobile UK has introduced a new service called Mates Rates for Pay as You Go subscribers. Once a new customer has topped up their account they are able to switch to the new service. Existing PAYG customers can also transfer onto the Mates Rates plan. This service enables T-Mobile customers to contact other T-Mobile customers at cheaper rates.

To T-Mobile Phones		All Other Phones		
Calls	Texts	Local and national calls	Calls to other networks	Texts to other networks
0.05 per minute	0.05	0.20 per minute	0.40 per minute	0.10

Voicemail retrieval in the UK is free on Mates Rates until 1st December. After this date the charge will revert to GBP 0.10 per minute. All prices above are in GBP including VAT.

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