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# Teligen Outlook

[www.teligen.com](http://www.teligen.com)

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## 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.

You may notice that we have begun to include some information about Teligen's products and services within your Tariff Outlook newsletter and we hope that this is of some interest to you. If you would like to know more please feel free to click on one of the links to our website where you will find much more information about us (don't forget, you can always send us an e-mail if you have any questions that remain unanswered).

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 e-mail addresses at the foot of each article.

We look forward to hearing from you.

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## This Week's Top Stories...

- [\*Telefonica restructures call charges\*](#)
- [\*ROMTELECOM reduces international payphone tariffs\*](#)
- [\*OneTel announces line rental increase\*](#)
- [\*BT Fusion now available for UK businesses\*](#)
- [\*New options for residential BT Fusion\*](#)
- [\*T-Mobile UK Launches 'Flex' Tariff\*](#)
- [\*Changes to Vodafone's Zuhause tariff\*](#)
- [\*Orange Netherlands launches Smart prepaid\*](#)

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- > T-Basket

## Consulting



**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.**

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## PSTN

### Telefonica restructures call charges

Following a Spanish Ministry of Economy announcement at the end of last year, on 4th February Telefonica took measures to restructure its charges for local calls and for calls to mobile networks. The Ministry recently froze call charges for local, national, international and mobile calls, as well as the monthly rental charge.

In order to comply with the 2006 Price Cap regulations whilst responding to customer demands, Telefonica has introduced per second charging from the first second of the call, for all calls. In addition, the 160 seconds of talk time included for each local call has been eliminated, as has the first minute minimum charge for calls to all mobile networks. The call set-up charges for local and mobile calls have also been changed – the charge for local calls has been reduced from €0.068515 to €0.065, and the charge for calls to mobiles has been increased from €0.068515 to €0.12, for all networks.

In a statement, Telefonica points out that the principle of charging by the second from the beginning of the call shows more benefits for shorter calls. For example, considering the recent changes to the structure of calls to mobile networks, calls with a duration of less than 10 seconds will demonstrate a saving of between 18.5% and 39%, depending on the timeband and the mobile network called. Similarly, calls with a duration of less than 30 seconds will show a saving of up to 15.5%.

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### ROMTELECOM reduces international payphone tariffs

From January 2006, ROMTELECOM significantly reduced some of its tariffs for international calls made from public payphones, in an attempt to encourage the use of public telephony. Not all tariffs have been reduced – only those for calls to the most popular destinations. The tariffs for those international payphone calls that have been changed are as follows:

International Zones	Seconds per unit		
	Dec 2005	Jan 2006	
		Fixed	Mobile
Zone 0 (Moldova)	15	22.5	15
Zone 1 - I (EU)	7.5	11.26	7.5
Zone 1 - II (Other Europe and North Africa)	7.5	7.5	7.5

<b>Zone 2 - I (Remaining Europe, Middle East, North America)</b>	6.32	6.32	6.32
<b>Zone 2 - II (Russia)</b>	6.32	9.48	6.32

Notes: Examples of those countries in each zone are shown in brackets; for more information please contact Teligen.

The value of a billing unit is 1 Lei (equivalent to 0.0001 New Lei), including VAT.

The phone cards issued by ROMTELECOM are available in 2 denominations, either at a price of 10 New Lei (100,000 units) or 15 New Lei (150,000 units) including VAT, and expire after 2 years from the date of issue. On a national level ROMTELECOM owns approximately 50,000 public payphones, over a third being in rural areas. During 2006, ROMTELECOM plans to upgrade and improve its entire payphone network.

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### **OneTel announces line rental increase**

LLU operator OneTel has announced that on the 1st March 2006 it is increasing the monthly rental of its standard telephone lines. Currently customers pay £9.75 per month but this price is due to increase to £10.49. OneTel offers a number of residential packages, the charging structures of which are not changing despite the proposed increase in line rental charges.

*As highlighted by Tariff Outlook earlier this year, the recent trend in line rental increases began with an rise in basic rental from BT. BT's increase took effect on 1st January 2006 and at the same time TalkTalk announced that it would also increase its line rental, which it did on 1st February. It comes as no surprise, therefore, that OneTel has also now followed suit, especially considering that from January 31st, OneTel and TalkTalk are part of the same company. TalkTalk plans to rebrand OneTel as TalkTalk in the near future. The Post Office and Home Call are sticking to their guns, however, and are still offering line rentals at £9.95 and £9.99 respectively.*

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## **Converged Fixed/Mobile**

### **BT Fusion now available for UK businesses**

Following the launch of the UK's first converged fixed and mobile service for residential customers in June last year, BT Fusion was made available for the first time for businesses this week. The service offers the convenience of a mobile phone with the value of a BT Broadband connection and half-price calls for those in range of the office. BT suggests that BT Fusion is ideal for businesses with ten employees or less. When outside the office it works just like a normal mobile phone with competitive mobile call rates. Calls made

within range of the office, however, are routed over a business BT Broadband connection via a BT Hub. The different prices for usage either within or out of the office are shown below, excluding VAT:

Call type	BT GSM Mobile (out of office)	BT Fusion Hub (within office range)
	Pence per minute	Pence per minute
UK fixed lines	8	4
BT Mobiles	6	3
Other UK mobile networks	25	12.5
Voicemail retrieval	8	4
0800 calls	8	4
0845 calls	8	4
0870 calls	8	4
SMS	10.21p per text	
International	Standard BT Mobile business rates	

Businesses ordering before 31st March can get BT Fusion for £6.25 a month per handset for the first three months (£12.50 per month thereafter), subject to a 24-month contract, with 50 inclusive anytime call minutes per handset. The available handsets are the Motorola V560, which is free, or the Motorola RAZR V3B, which is free until the end of March. There is a limit of three handsets at any one time that can make cheaper calls when within range of the office over the BT Broadband connection, with calls on other handsets running over the BT Mobile network. The BT Hub, which is also free of charge until 31st March 2006, can also be used to create a wireless network in the office, connecting PCs and printers to a BT broadband connection and each other.

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### New options for residential BT Fusion

Following on from the previous story, there have also been changes to the BT Fusion offering for residential customers. To give customers better value on calls made from home, according to the operator, BT has launched 2 simple new tariff options. The new options are as follows (all prices include VAT):

- **“Evening and Weekend” plan:** this option is designed for customers that make a lot of mobile calls from home to UK landlines, as it offers these calls free of charge during evenings and weekends; in addition customers can get 200 inclusive minutes when they are out of the house. This option is charged at £14.99 per month for the first 12 months and £30.00 thereafter.
- **“Landline Rate”:** with this plan customers get 200 inclusive minutes for £12.99 per month for the first 12 months and £27.00 thereafter. Customers pay BT landline rates for UK calls made at home, at 5.5 pence for up to an hour, off-peak, and 3 pence per minute at peak times.

As well as getting cheap mobile calls, customers who sign up to an 18-month

contract for either plan get BT Broadband free for three months. Residential customers get a free BT Hub that connects to their BT Broadband connection, enabling up to three handsets to make mobile calls at UK landline rates.

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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, please [click here](#)

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## Mobile

### T-Mobile UK Launches 'Flext' Tariff

T-Mobile UK has launched a new tariff that gives customers a choice of monthly allowance that can be used for voice calls, texts, picture messages and voicemail. There is a standard charge at all times for these services and any usage over the allowance will be charged at these rates. There are two plans currently available: Flext 25, which has a monthly allowance of £60 and Flext 35, which has a monthly allowance of £180. The price details are shown below, in GBP including VAT:

	<b>Flext 25</b>	<b>Flext 35</b>
<b>Cost</b>	25	35
<b>Allowance</b>	60	180
<b>Voice Calls</b>	0.20	0.20
<b>Texts</b>	0.10	0.10
<b>Picture Messages</b>	0.20	0.20
<b>Voicemail</b>	0.10	0.10

Note: The monthly allowance is per month and cannot be rolled over into the following month if not used.

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## Changes to Vodafone's Zuhause tariff

This week Vodafone in Germany has made changes to its Zuhause Tariff. The monthly rental has been reduced from €20 to €5 and the free minutes previously included have been removed. The call charges remain the same, with calls to landlines and other Zuhause customers costing €0.04 per minute and calls to other Vodafone customers and national mobile networks costing €0.25 per minute. Existing customers are automatically transferred to the new tariff.

In addition to this change a new Zuhause option has been introduced – Vodafone Zuhause Flatrate: for an additional €15 per month customers can make free calls to landlines and the Vodafone network. Customers subscribing to this new Flatrate option before 31st March will get the first 2 months free of charge.

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## Orange Netherlands launches Smart prepaid

Orange in the Netherlands has introduced a new tariff called Prepaid Smart, which has different call rates depending on the recharge amount. This tariff offers the option of topping up automatically each month by a pre-selected amount. The charges for this new option are shown below, including VAT:

Orange Smart	€5 recharge	€10 recharge	€15 recharge
Voice calls (per minute)	€0.29	€0.25	€0.22
SMS	€0.09	€0.09	€0.09
MMS	€0.50	€0.50	€0.50

The standard Orange Prepaid tariff, which offers degressive call rates depending on the volume of calls made each day, is still available. The charges for this are shown below, including VAT:

Orange Prepaid	0-1 minutes	1-3 minutes	3-5 minutes	5+ minutes
Voice calls (per minute)	€0.35	€0.29	€0.23	€0.17
SMS	€0.09	€0.09	€0.09	€0.09
MMS	€0.50	€0.50	€0.50	€0.50

In addition, Orange has launched three different discount options for all of its prepaid users:

- An automatic 20% bonus to all users who top up their calling credit twice within one calendar month;
- Up to 200 free weekend texts for users who send a minimum of five texts during the week;

- Unlimited (up to 2000 minutes per month) on-net evening calls every day between 2000 and 0800. This option costs €5 per month.

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