

Welcome to Teligen's Tariff Outlook Newsletter

Message from the Editor

Welcome to the *seventh 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...

- [*Israeli incumbent reduces call costs*](#)
- [*BT Ireland announces new reduced TalkPlus line rental and packages*](#)
- [*France Telecom introduces The Unlimited Video-Telephony and Internet packages*](#)
- [*TDC Denmark offers broadband for under DKR 100.00*](#)
- [*O2 Germany restructures the Genion tariffs*](#)
- [*Pannon introduces new post pay packages*](#)
- [*Orange announces new Business Plus tariffs*](#)

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Israeli incumbent reduces call costs

From 1st June 2005 Bezeq, the Israeli national telecommunications provider, reduced call tariffs by an average of 2.2%. There are no changes to the connection or rental charges, although the cost of relocating a telephone line has been reduced by 25% to NIS 64.2. This tariff reduction represents the company's fourth reduction in less than 2 years, amounting to a total reduction of around 12.5% over this time. A summary of these recent tariff changes can

be seen in the table below. All prices are including VAT.

	NIS/Minute	
	Old Tariff	New Tariff
Peak national calls	0.124	0.12
Off-peak national calls	0.052	0.05
Calls to mobile networks	0.713	0.689

These reductions in domestic call charges further highlight the gulf in call costs between fixed and mobile calling in Israel. The average price per minute for a same-network mobile call is NIS 0.70, with cross network calling around NIS 1.20 per minute, as much as 20 times the price of using the fixed network.

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BT Ireland announces new reduced TalkPlus line rental and packages

BT Ireland announced at the end of May that it was lowering the price of consumer phone and broadband packages by up to 40%, as well as cutting the price of fixed to mobile calls and broadband installation. All prices below include VAT.

The new range of packages and services, which are available immediately to new and existing customers, include:

- €39 per month for Line Rental and unlimited local and national fixed line calls throughout the country at all times
- €63.82 per month for Broadband, Line Rental and unlimited local and national fixed line calls throughout the country at all times
- 5c calls to Great Britain, US and Canada
- Reduced fixed to mobile call rates to all Irish mobile networks
- Free broadband connection for online bookings made by 15th June

The price reductions are in line with BT's plan to continually cut the telecoms bill of Irish households. BT also launched a combined Broadband and Line Rental package in April for a total of €49 per month.

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Video Telephony - France Telecom introduces The Unlimited Video-Telephony and Internet packages

With this new service, France Telecom customers can surf the Internet, play games and make video-phone calls. This offer allows customers to make unlimited national calls whilst being able to see the person their talking to. Furthermore, customers can surf the Internet with no time limit.

With the Video-telephony packages, customers will have a new telephone line and a new phone number starting with 087 irrespective of geographical location.

Customers have a choice of three fixed price packages. For those customers that sign up before 30th June 2005 there is a €10/month discount for the first six months. All prices are including VAT:

- Video-Telephony and Internet 512K, unlimited €50.90/month.
- Video-Telephony and Internet 1024K, unlimited €54.90/month
- Video-Telephony and Internet 2048K, unlimited €59.90/month

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Broadband Internet

TDC Denmark offers broadband for under DKR 100.00

As part of a major drive to update both broadband speeds and broadband availability TDC now offers its residential customers an ADSL package for less than DKR 100 monthly rental for the first time. All prices are including VAT:

From 30th of May TDC has been offering the 512/128k volume package at DKR 99.00 per month. However, customers are also required to pay for their data transfer at DKR 0.75 per MB.

The package is aimed at customers that are still using the dial-up means to access the Internet. Customers already subscribing to the 512/128k package, will however not be automatically brought onto this new scheme they will have to contact TDC to be transferred to the new offering. This new marketing drive is, as stated above, part of a major broadband drive by TDC in Denmark. Other initiatives that TDC has brought on are the upgrading of speeds for both residential and business customers, and a drive to reach the more sparsely populated areas in Denmark.

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Mobile

O2 Germany restructures the Genion tariffs

O2 Germany has restructured its Genion Tariff, effective 1st June. There will only be two tariff bands: peak and off-peak, instead of the previous three. Genion users will be able to select a number of options new to them, including Inside O2, the Mobile Option and the Weekend Pack. All prices are including VAT:

The Inside O2 option is free to customers signing up to a new 24-month

contract.

Inside O2 Option	€/Min	
	Peak	Off-Peak
On-net calls	0.07	0.03
Cross-net calls	0.69	0.39

Alternatively, customers can select the Mobile Option

Mobile Option	€/Min	
	Peak	Off-Peak
Calls to mobiles - all networks	0.07	0.03

For the first time, the Weekend Pack is available to O2 Genion users. This offers 1000 fixed and on-net weekend minutes for €4.99 per month. The minutes are valid from midnight Friday to midnight Sunday and do not roll over. The minimum duration for this bundle is three months.

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Pannon introduces new post pay packages

Hungarian mobile phone operator Pannon has discontinued its post pay packages Horizont Bonusz, Horizont Plusz and Horizont Extra. These packages have now been replaced by Pannon tariffs. All prices are including VAT:

Pannon 50, 100, 150, 250, 500 and 1000 include free minutes depending on which package is chosen (see table below). Once the included minutes have been used different call charges for each tariff apply.

Package	HUF/Month	Incl. Min/Month
Pannon 50	1,800.00	50
Pannon 100	3,200.00	100
Pannon 150	4,200.00	150
Pannon 250	5,750.00	250
Pannon 500	10,000.00	500
Pannon 1000	18,000.00	1000

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Orange announces new Business Plus tariffs

Orange has introduced a new range of business tariffs called Business Plus.

Plan	Monthly Rental	Inclusive Minutes	Minimum No. of Shares	Maximum No. of Shares
Business Plus 120	£22	120	1	2
Business Plus 200	£26	200	1	4
Business Plus 400	£43	400	1	10
Business Plus 700	£60	700	1	10
Business Plus 1000	£80	1000	1	10
Business Plus 2000	£160	2000	1	20
Business Plus 5000	£380	5000	1	45
Business Plus 7500	£560	7500	1	74
Business Plus 10000	£740	10000	1	100
Business Plus 25000	£1,835	25000	10	150
Business Plus 50000	£3,635	50000	20	200

The operator has introduced some further incentives to entice potential customers to the package, for example: customers on the same contract can call each other free for up to an hour each call, no charge for calling answer phone, the fee for adding sharers is discounted when more sharers are added to the package and customers who sign up to a 24 month contract receive a 7.5% discount and a 36 month contract receives a 15% discount on monthly rental.

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