

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.

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...

- [*Infostrada Italy offers unbundled fixed line service*](#)
- [*TalkTalk UK issues the £10,000 challenge for residential customers*](#)
- [*Prices increases for Telekom Srbija*](#)
- [*WIND Italy launches Libero MEGA*](#)
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PSTN

Infostrada Italy offers unbundled fixed line service

From the 1st November customers will be able to sign up for fixed line services with Infostrada in Italy without having to go via Telecom Italia. Furthermore, until 31st December the activation of the new service is free, thereafter, the one off activation cost will be €99.00. Residential customers choose from a range of telephony packages, all of which include the monthly

line rental.

Infostrada is also offering current and new subscribers free national and local fixed calls with the Happy No Limit Service. This new service is at a cost of €19.95 per month until 31st December and thereafter the monthly rental will be €24.95. Calls to mobile are charged at €0.21 all day any day.

Furthermore, for new customers who are still outside the Infostrada network the Happy No Limit package is available at the same monthly rental and with the same call charges, but with a monthly line rental from Telecom Italia added at €14.95 per month. This offer is available until 31st December.

The call set up charge for all calls is €0.05. All prices are inclusive of 20% VAT.

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TalkTalk UK issues the £10,000 challenge for residential customers

TalkTalk's £1000 guarantee to be cheaper than BT has been increased to £10,000. The operator promise is to give new customers £10,000 instead of £1000 if TalkTalk will not save them money.

To be able to take part in this challenge, new customers need to join TalkTalk between 1 November 2005 and 31 December 2005. Only customers who have been using BT as their only provider of calls on their main residential line and have switched to TalkTalk are eligible to take part.

The Talk Talk tariffs are comparable to the following BT tariffs:

- Talk 1 will be compared with BT Together Option 1
- Talk 2 will be compared with BT Together Option 2
- Talk 3 will be compared with BT Together Option 3

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Price increases for Telekom Srbija

Telekom Srbija, the incumbent network operator in Serbia increased the cost of national calls and the cost of calling mobile networks in neighbouring Montenegro, effective from 1st November, 2005.

A one minute national call to fixed or mobile networks in both peak and off peak will now cost 9.11 dinars for residential customers and 15.06 dinars for business customers. The new cost of calling from a fixed network in Serbia to a mobile network in Montenegro costs 18.22 dinars for residents and 30.11 dinars for businesses, peak time. Calls at off-peak times are priced at 50% less. All prices are published excluding VAT.

These changes have been authorized by the ministries of the Government.

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Broadband

WIND Italy launches Libero MEGA

Italian telecom operator Wind has launched Libero MEGA. Libero Mega offers speeds of 12Mbps/1Mbps to all users living within the area that uses the ADSL 2+ network. Libero Mega is available for both residential and business customers.

Customers who take out a subscription to Libero Mega before 4th December will not have to pay the activation fee of €50.00. Furthermore, data transfer is unlimited. VAT at 20% is included.

Libero MEGA	
Connection charge	€50.00*
Monthly fee	€34.95
Speeds	12 Mbps/1Mbps
Data transfer	Unlimited
Web space	150 MB
Mailbox	3 x 250 MB

* Free until 4th December 2005

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Toucan UK reduces Broadband rates and launches Unlimited Broadband plans

The UK broadband provider Toucan has reduced its prices up to as much as 36%. Toucan has also launched new unlimited broadband plans. Both existing and new customers can benefit from the new lower rates. The existing Toucan customers on "Capped" plans will be migrated to the new unlimited services with no increase in their monthly charges and those on "Uncapped" plan will also be entitled to opt for the rate reduction with no transfer charge. The new packages are as follows (all prices include VAT at 17.5%):

	Monthly Usage	Monthly Rental
Toucan Unlimited 512Kbps	Unlimited	14.99
Toucan Unlimited 1MB	Unlimited	15.99
Toucan Unlimited 2MB	Unlimited	16.99

- All packages above include 25Mb Web space, 5 email accounts, free modem and installation CD.
- All Toucan Broadband plans are subject to a 12-month contract and fair usage policy.

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Turk Telekom changes its ADSL tariffs

Turk Telekom announced that from the 1st of November it is no longer going to offer ADSL packages with speeds 256/64 Kbps the minimum speeds will increase to 512/128 Kbps.

Turk Telekom offers ADSL Flat and ADSL Volume based tariffs available to both residential and business customers. VAT at 18% is included in the tariffs below but Special Communications Tax at 15% is excluded.

ADSL Flat Tariffs	
Speeds	YTL/Month
512/128	87.83
1024/256	149.94
2048/512	238.66

ADSL Volume Tariffs		
Speeds	Download Limit*	YTL/Month
512/128	3GB	25.73
512/128	6GB	43.47
512/128	9GB	61.22

* YTL 0,008272 / MB over and above included data transfer

Turk Telekom's move to increase the minimum speeds is very much in line with what is happening in other European countries. This year 180,000 new subscribers signed up for broadband in Turkey taking the number of DSL subscribers to 1.1 million according to an OECD research published in June 2005.

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Mobile

Mobistar Belgium incorporates loyalty discounts

Belgian operator Mobistar is to incorporate 'bonus minutes for life' into all of its 24-month contracts. The bonus minutes apply to on-net calls at any time of

day and are expressed in a percentage of the minutes included in the bundle.

- A 30% bonus is on offer to new contract customers.
- 40% will be given to users who have been with the operator for two years. This also applies to existing customers renewing their contract for 24 months.
- After three years, the bonus minutes will increase to 50%.

The offer applies to My Start, My Life, My Family and VIP tariffs as well as Optimum For Me 2 U.

An additional offer, which is valid until the end of December for new 24-month contract users, offers one of three choices:

- 1000 on-net minutes per month
- 1000 minutes to the fixed network
- 1000 texts.

Rollover is not available on any of the bonus or extra minutes.

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MTN South Africa announces price reductions

MTN has announced a reduction in prices for contract and PAYG customers.

The price changes will effect subscription fees, voice rates and SMS rates and follows approval from the Independent Communications Authority of South Africa for the 2005/06 tariffs. The price changes will come into effect from 1st November and sees an average decrease of 2.4% for contract customers and 0.9% for PAYG customers.

The annual tariff changes include a 12% reduction in contract SMS rates from 86c to 75c during peak and off peak times. PAYG customers will pay 75c for the first SMS of the day, 60c for the second of the day and 40c for the third and anymore sent in the day.

MTN's Procall customers will now have the added advantage of a per second billing from the first second of their calls. Also MMS rates will be cut by 55%.

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Vodafone UK launches Mobile TV Services

Vodafone has just launched their Mobile TV service: Sky Mobile TV. Customers get the service free on 3G handsets until 31st January 2006, with a £5 flat fee per months after that (subject to fair usage). Customers get to choose between 2 packages: News, Sports and Factual which includes

channels such as Sky Sports, CNN and the Discovery Channel, or Music and Entertainment which has channels such as MTV, Sky Movies and Nickelodeon. In addition to this, there is also a Variety Pack unique to Vodafone Live! This includes UEFA Champions League, Chilli TV and The Simpsons.

In competition to this Orange has launched their own service: Orange TV has 16 channels including music, sport, news and cartoons. The service is free for a 7-day trial and costs £10 per month for 1GB of usage after the trial period, which Orange claims will be approximately 20 hours of continuous viewing.

O2 are currently trialling mobile TV on a select group over six-months, which started in July. The service contains 16 channels that cover a wide range of topics. Virgin is also running a trial in London with 1000 participants using BT Wholesale's 'Livetime' service that includes TV and Radio stations.

It will be interesting to see how large the take-up of Mobile TV will be with most of the large operators looking like they will be offering a service. However newly published research shows little interest among consumers for watching television on their mobile phones. Fewer than one in five of the 1,500 UK consumers questioned in a recent poll commissioned by legal firm, Olswang said that they wanted to watch TV on their mobile phone, and 70 per cent said that they actively did not want to use their mobile for viewing such content. Of those that were keen, over half wanted to watch music videos and 40 percent wanted news and sport. Consumers are much more enthusiastic about watching TV programmes on their PCs, with 44 per cent indicating an interest.

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