

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.

Broadband continues to be the hot topic throughout Europe as this week we bring you three pricing news stories on the subject. In this issue we also cover an interesting development on fixed and mobile convergence happening in Australia.

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...

- [*TDC Denmark enters the Swedish Telecoms market*](#)
- [*AOL Germany introduces DSL-Flat and its own DSL connection*](#)
- [*BT launch Broadband package for the SME market*](#)
- [*New Optus plan combines fixed and mobile*](#)
- [*Jordan Telecom announce two new residential offers*](#)
- [*Debitel Netherlands launches Business Class bundles*](#)

Broadband

TDC Denmark enters the Swedish Telecoms market

TDC Denmark announced in the beginning of October it's entrance into the Swedish telecoms market.

In the first instance TDC Sweden will offer three broadband packages. The

modem is included as well as 5 email addresses and space for a web site. Prices in the table below include VAT.

Package	Speed Mb		Monthly Rental
	Upload	Download	
Bredband 1Mb	0.5	1	SEK 199.00
Bredband 8Mb	1.0	8	SEK 249.00
Bredband 28Mb	1.0	28	SEK 299.00

TDC will offer two telephony packages initially TDC Alltid and TDC Telefoniabonnemang. All prices include VAT. With TDC Alltid customers pay SEK 40 per month and receive free national fixed calls but pay SEK 0.45 call set up charge. With TDC Telefoniabonnemang customers pay SEK 79 per month and enjoy lower fixed call rates as well.

TDC's telephony offering will surely make an impact as it is as much as 38% cheaper than the same offering from TeliaSonera. TDC's entrance into the Swedish market marks the beginning of its invasion into the other Nordic markets as the plan is to also start offering its broadband and telephony products in the Finnish and the Norwegian market. TDC's master plan is to control at least 50% of the Swedish residential market within few years and then to follow suit with the other Nordic markets. With the Finnish market being notoriously competitive no doubt this will be quite a task.

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AOL Germany introduces DSL-Flat and its own DSL connection

AOL is now offering its own DSL-connection, DSL Flatrate and free hardware. The new AOL DSL FLATPACKS consist of three options; "Basic", "Comfort" and "Professional".

Flatpacks	Connection/€	Monthly Rental/€
Basic	49.99	26.98
Comfort	N/A	29.98
Professional	N/A	34.98

Notes

Basic option includes a 1Mbit DSL connection (€16.99) and the AOL DSL Flatrate (€9.99)

Comfort included a 2Mbit DSL connection (€19.99) and AOL DSL Flatrate (€9.99)

Professional includes a 6 Mbit AOL DSL connection (€24.99) and AOL DSL Flatrate (€9.99)

All Flatpacks come with a free DSL Modem (Basic and Comfort) or Router (Professional) and require a 12 months contract duration. New customers get the first month free of charge.

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BT launch Broadband package for the SME market

Research from BT and the British Chambers of Commerce reveals that many companies lack the essential IT infrastructure to support business activity. In response to this BT has launched a comprehensive broadband package for businesses, which includes extra IT support and a free email service.

BT are offering Business customers who sign up for broadband, download speeds of up to 2Mb for £19.99 a month (until March 31, 2006) This includes free connection and router, removing the initial set-up costs for businesses. Users will also benefit from BT's IT Support Manager and Business Email Plus for free until December 31, 2005.

IT Support Manager provides complete support for all a customer's IT needs or problems. The 24/7 helpdesk provides support for computing, networking, software and application issues and assistance with installation. BT has also teamed up with Microsoft to offer customers e-mail access technology as standard, with the option to expand the service and add collaborative tools. BT's Business Email Plus which allows users to work on the move, is available free until December 31, 2005.

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PSTN

New Optus plan combines fixed and mobile

Optus, the second largest telecom provider in Australia, has announced the launch of a new home phone plan to challenge incumbent Telstra's hold on the line rental market. The new plan, called OptusOne, offers a combined mobile and fixed line service with free line rental. It is likely to appeal to Australian customers that have long been subjected to periodical increases in line rental charges. The operator has said that OptusOne is the first combined home and mobile plan in Australia to include both line rental and calls to international destinations. There are 2 options available, both including a set value of mobile usage and domestic home phone calls. A summary of the 2 options is shown below, including GST:

	\$99 OptusOne Plan	\$69 OptusOne Plan
Activation	\$29	\$29
Home phone line rental	Included	Included
Minimum spend per month	\$99	\$69
Inclusive local calls	150	120
Inclusive long distance value	\$120	-
Inclusive mobile value	\$120	\$120

Notes

For the \$99 plan, the long distance value includes national, international and mobile calls
For the \$69 plan, the customer must connect to specific Optus Long Distance calling plans for eligibility
Standard call charges apply when inclusive values have been exceeded
Minimum contract length is 18 months

Customers can also choose to bundle their OptusOne plan with either OptusNet Broadband or dial-up. Customers combining with the broadband service will receive four months of Internet access per year and those combining dial-up will receive three months of access.

This is a new concept in Australia and should prove very popular with consumers, especially with the offer of free line rental and the additional broadband promotion. Although the line rental has been replaced with a minimum spend per month, this includes both fixed and mobile usage. Customers are often drawn by the prospect of simplified service and billing, which they will get using this new service – Optus has made the new plan available to both new and existing customers, and with the initial offer period having a limit of 30th November 2005, migration and new sales figures will be high.

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Jordan Telecom announce two new residential offers

Jordan Telecom has just launched two new offers aimed at meeting the needs of their various types of customers.

The first offer is called “Three-in-one”. This offer provides customers subscribing to a new fixed line with a number of value added benefits, including an HT-500 wireless phone, JD 1.5 worth of free local calls, JD 0.5 worth of national calls and JD 1 worth of fixed to mobile calls. Customers who wish to avail of this offer pay a fixed fee of JD 32 plus the normal JD 4.42 monthly subscription. The fixed fee is paid in instalments as follows: JD 5 as a down payment and the remaining JD 27 is paid in monthly instalments over a period of 9 months at JD 3 per month.

The second offer is called “Call Local” which is a pre-paid offer. This new pre-paid offer is part of a series of packages targeting the residential market. Customers who prefer to control their monthly calls spending can choose one of the two following bundles and make savings of up to 20% on the regular rates. The first bundle comprises of 1155 minutes for a monthly rate of JD 16 and the second comprises of 1655 minutes for JD 20. Both options are inclusive of the monthly fixed line subscription fee. These offers are available to all existing residential fixed line subscribers.

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Mobile

Debitel Netherlands launches Business Class bundles

Debitel has launched a range of price plans called Business Class, aimed at the small business market. Customers requiring up to five SIMs can opt for KPN, Telfort or Vodafone.

With KPN, the bundle can only be used for voice calls, which are billed per second.

Price Plan	Minutes Included	Monthly Charge €	Call Set Up Charge €	Out of Bundle Charge €
KPN Debitel 150	150	21.85	0.06	0.24
KPN Debitel 210	210	27.31	0.06	0.24
KPN Debitel 330	330	36.97	0.06	0.24
KPN Debitel 450	450	46.64	0.06	0.24

SMS bundles are available separately: 40 texts for €4.62, 80 for €8.40 or 160 for €15.97.

Telfort users can use their bundle value to make calls or send texts or multimedia messages. The inclusive calls, texts and MMS mentioned below apply when the bundle is only used for that purpose, however, users can mix and match.

Price Plan	Inclusive Calls/SMS/MMS	Monthly Charge €	Out of Bundle Call Charge €
Telfort Debitel €25	200/400/100	21.01	0.20
Telfort Debitel €35	300/600/150	29.41	0.20
Telfort Debitel €45	400/800/200	37.82	0.20

Customers preferring **Vodafone** can use their bundle to call and texts, with MMS being charged separately. There is no call setup charge but the first minute of calls is charged in full.

Price Plan	Inclusive Calls/SMS/MMS	Monthly Charge €	Out of Bundle Call Charge €
Vodafone €22.50	150/150	18.91	0.21
Vodafone €27.50	200/200	23.11	0.21
Vodafone €35	275/275	29.41	0.21
Vodafone €50	450/450	42.02	0.21
Vodafone €70	650/650	58.82	0.21
Vodafone €100	900/900	84.03	0.21
Vodafone €150	1500/1500	126.05	0.21

All prices exclude VAT.

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