

About Us

Find out more about Teligen

.....

Teligen Outlook

www.teligen.com

Issue no. 29 - 18th May 2006

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.

This week Tariff Outlook covers a number of new broadband services in the USA, UK and Ireland which are set to give their respective markets a boost. We also feature new fixed line tariffs in Belgium, Thailand and Italy plus the introduction of two new mobile offerings in the UK.

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.

Bernadette Finn

Tel : + 44 20 8263 5442, email: bernadettef@teligen.com

This Week's Top Stories...

- [*Verizon start VoIP price war*](#)
- [*BT boosts business broadband*](#)
- [*Can new service shake up the Irish broadband market?*](#)
- [*Batelco launches four new residential Broadband packages*](#)
- [*MobiStar Belgium introduces new fixed line package*](#)
- [*CAT TELECOM \(Thailand\) will adjust the International Rates*](#)
- [*Wind Italy introduces unlimited fixed tariff*](#)
- [*T-Mobile UK launches new mobile broadband tariff*](#)
- [*3 UK introduced new direct plans*](#)

Need to benchmark prices between different markets and services?

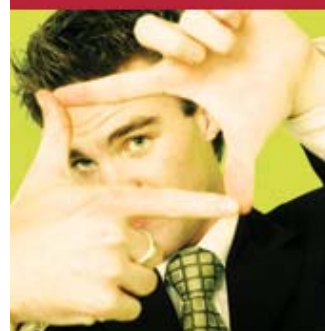
Why not consider T-Basket, the industry recognised tool. T-Basket offers a unique insight into the price relationships between telecom services in OECD (Organisation for Economic Co-operation and Development) member countries. It uses basket methodologies that are OECD based and OECD-authorized, taking 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,

Products

Click here to find out more about Teligen's products:

- > T-World
- > T-Basket

Consulting



and those with close geographical or geopolitical proximity.

To find out more or to request a demonstration, please [click here](#)

Broadband

Verizon start VoIP price war

At the start of this month, U.S. telco Verizon cut the monthly price of its VoiceWing VoIP package by \$10 to \$24.95, prompting speculation on an all out price war. This price reduction has undercut market leader Vonage's Premium Unlimited Plan, priced at \$24.99, and positions the product well below the typical market standard price of around \$40, offered by cable companies. Furthermore, Verizon's activation is free, whereas Vonage charges about \$30. Verizon's move may well be seen as one that will cannibalise revenue from its traditional, lucrative voice services, but it is in fact designed to stem the flow of customers to rival VoIP service providers.

A recent analyst report indicated that 5.4 million U.S. households now subscribe to a VoIP service, up from just 2.7 million one year ago; 2.8 million of those households have defected to a cable VoIP service and have cancelled their local phone lines altogether. By the end of 2005 Verizon had lost more than 8% of its residential phone subscribers. According to the recent report, the number of customers migrating to VoIP services will only accelerate over the coming years, and by 2010 VoIP will have attracted a predicted 21 million subscribers - nearly one in five of all U.S. households. If traditional phone subscribers can be discouraged from cancelling their local phone or DSL line in favour of cable broadband and VoIP, moves such as Verizon's latest price cut may well prove wise.

Alex Lambert

Tel: + 44 20 8263 5442, email: alexl@teligen.com

[Back to Top >>](#)

BT boosts business broadband

BT has announced that as of yesterday May 17th it will be offering up to 8MB download speeds for its Business Broadband packages. Also customers will receive a free new hub, that is a VoIP enabled router and a wireless access point in one unit.

The new service is up to 4 times faster than the current offerings. New customers will automatically be offered these new high speeds packages and current customers will be given the option to upgrade to the higher speeds.

Additionally upload speeds of up to 800Kb will be available, which would be aimed at customers running larger networks.

Customers have an option to subscribe to BT Business Broadband Voice, the hub gives customers the means to make calls over the internet. Connecting to Broadband Voice is free and the monthly rental is from £14.99 a month for three months, and then £19.99 a month. Broadband Voice gives customers unlimited UK calls of up to an hour and fixed to mobile calls for 25p for up to an hour. All quoted prices are exclusive of VAT at 17.5%.

BT Business Broadband Comparison Table				
	Lite	Single	Share	Network

Monthly payment	£19.99 (until July 28, 2006)	£29.99	£45	£65/£100
Recommended number of users	1	1-4	2-4	5-20
Usage allowance	10Gb a month	Unlimited	Unlimited	Unlimited
Router/Hub	£49	FREE	FREE	FREE
Connection	FREE	FREE	FREE	FREE
Download speed	Up to 8Mb	Up to 8Mb	Up to 8Mb	Up to 8Mb
Upload speed	Up to 448Kb	Up to 448Kb	Up to 448Kb	Up to 800Kb

Jóhanna Helgadóttir

Tel: +44 208 263 5206, email: johannah@teligen.com

[Back to Top >>](#)

Can new service shake up the Irish broadband market?

Magnet Networks, which markets services under the Magnet Entertainment banner, has turned up the heat in the Irish broadband market with the launch of a EUR15 per month package. The new service comprises an unlimited 2Mbps connection, but excludes line rental. Magnet is attempting to lure customers by posting a map on its website which shows the public exactly where the service is available.

Comment

Ireland continues to lag behind in terms of broadband availability, with the fifth lowest broadband penetration in the EU25. Broadband availability in the country is limited to mainly urban areas, which contributes to the slow take up of the service. Price is also a big drawn back. High speed internet access in Ireland has to date been very expensive with broadband charges in the country amongst the highest in Europe. According to a recent report which looked at the high price of broadband in the 30 OECD countries, only 3 other countries - Luxembourg, Denmark and Iceland - are more expensive than Ireland. The market is dominated by eircom whose minimum offering to date being a capped 20 hours per month service priced at EUR19.99 a month. Ireland Offline an internet consumer group state that "high prices and below average broadband packages are symptomatic of poor competition in the broadband market". Competitively priced services such as this offering by Magnet Networks may be what the market needs to encourage more users to switch from dial-up and help drive a more competitive broadband market.

Bernadette Finn

Tel: +44 208 263 5442, email: bernadettef@teligen.com

[Back to Top >>](#)

Batelco launches four new residential Broadband packages

Batelco, Bahrain, has launched four new broadband packages, providing its residential customers with variety and value for money, higher speed and more flexible Broadband packages that suit their different Internet usage needs by offering them different levels of speed and usage threshold according to their monthly usage.

Batelco's current Broadband customers will automatically be upgraded from 1st

May till 25th May 2006 to the new monthly packages according to the package they are currently on, and after the automatic upgrades, customers can choose a different Broadband package other than the one Batelco automatically upgraded their accounts to and change to their preferred option. New customers can start enjoying these packages from 1st June 2006.

Details of the new packages are shown below – VAT not applicable

Packages	Old Speed/Kbps	New Speed/Kbps	Data Limit/Month	BD/Month
*Broadband 256K	128/64	256/64	2Gb	10.00
Broadband 512K	256/64	512/128	8Gb	30.00
Broadband 1M	256/64	1M/256	15Gb	40.00
Broadband 2M	New package	2M/512	20GB	60.00

Note: * The Broadband 256K package will be launched as soon as the Telecommunications Regulatory Authority's (TRA) conditions are satisfied. The Batelco's BD15 package will remain the same until the proposed BD10 package is introduced.

Batelco has increased the speed by 100%, the threshold capacity (Data) by 60% and the usage over threshold has been reduced from 30files to 10files per MB, and also a Customer Care initiative with Usage Control Options (UCO) is being introduced to ensure customers do not receive excessive charges for usage above their threshold.

Nacera Touileb

Tel: + 44 20 8263 5292, email: ntouileb@teligen.com

[Back to Top >>](#)

PSTN

MobiStar Belgium introduces new fixed line package

MobiStar Belgium has introduced a new fixed line package called MobiStar Fix Anytime. It includes unlimited phone calls to all Belgium fixed lines¹, 24 hours a day, 7 days a week. This new package costs € 16.95 per month.

Calls to all mobile phones and international numbers are also cheaper on this option. Customers save up to 7% to other Belgium mobile phone operators and calls to neighbouring countries are on average 20% cheaper.²

Detail of the plan is shown below – all prices include VAT at 21%:

MobiStar Fix Anytime	Price per minute (€)	
	Standard	Reduced
National Calls To MobiStar, Proximus & Telenet	Included in Package	
Mobistar Mobile Numbers Call Set-up Charge: € 0.11 per call	€ 0.1850	€ 0.1350
Proximus Mobile Numbers Call Set-up Charge: € 0.11 per call	€ 0.1850	€ 0.1350
Base Mobile Numbers Call Set-up Charge: € 0.11 per call	€ 0.2600	€ 0.1850
Internet Numbers Call Set-up Charge: € 0.0496 per call	€ 0.0350	€ 0.0166

¹ Except internet numbers and 0900 numbers.

² MobiStar is only applicable to personal usage only.

Jeroen Luth

Tel: +44 20 8263 5205, email: jluth@teligen.com

[Back to Top >>](#)

CAT TELECOM (Thailand) will adjust the International Rates

Due to a cost reviewing CAT TELECOM, the main telecommunication company in Thailand has adjusted its International rates (CATA009) and CAT PhoneNet Card rates (International) for residential customers, starting from May 1, 2006.

A minimum charge of 5 baht/min. (VAT not included) will be applied in 14 destinations: Alaska, Brunei, Canada, China, Guam, Hawaii, Hong Kong, Kuwait, Laos, Macau, Malaysia, Russia, Singapore and U.S.A.

Below are a selection of the current charges to these countries (VAT not included):

Countries	BAHT/Min
Alaska, Canada, USA	9
Malaysia	10
Hong Kong	18
Japan	20
Singapore	22

Minimum call is 1 minute and prices are valid 24/7.

Customers with VOLUME DISCOUNT registration will receive extra 5% discount.

Adriana Rodriguez

Tel: +44 20 8263 5260, email: arodriguez@teligen.com

[Back to Top >>](#)

Wind Italy introduces unlimited fixed tariff

WIND, the Italian operator owned by Infostrada, has introduced Happy NoLimit, a tariff for fixed line customers who wish to make unlimited calls within Italy.

Activation is free for existing customers and also for new users signing up before 14 May, after which the one-off charge will be €99. Also, customers joining before the end of May will receive a €5 discount on monthly charges throughout the contract.

	Monthly Charge	Calls to fixed lines - local & national	Setup charge for calls to fixed lines	Calls to mobiles - per minute	Setup charge for calls to mobiles
WIND Happy NoLimit	€ 24.95	€ 0	€ 0	€ 0.21	€ 0.15

Prices include VAT.

The latest tariff joins WIND's other Happy tariffs for fixed line users, which are summarised below:

- Happy 50% sempre - this promises a discount of 50% on Telecom Italia rates
- Happy City, which offers 600 monthly minutes of local calls
- Happy Free Day, which offers free daytime calls to fixed lines
- Happy Night, which includes free calls to fixed lines every day between 2000 and 0800

Cora Hackwith

Tel: +44 (0) 1628 689 736, email: chackwith@teligen.com

[Back to Top >>](#)

Want up to date tariff information at the touch of button?

T-World Total is the most advanced information system and calculation tool of its kind. It will answer your questions about tariffs, their structures and levels. It will allow you to compare prices among operators and countries in customisable list formats. In addition it has an in-built Analyser, with an integrated global location database. It allows the user to show price developments of a call with duration, or a 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.

To find out more or to request a demonstration, please [click here](#)

Mobile

T-Mobile UK launches new mobile broadband tariff

T-Mobile UK has launched a new mobile broadband tariff: "web'n'walk professional", as well as announcing T-Mobile's new mobile broadband ready web'n'walk card (also known as HSDPA). "web'n'walk professional" offers users flat rate access to the Internet at near broadband speeds (up to 384kbps upload and download), the card is mobile broadband ready, which will allow customers to experience speeds of up to 6 times faster than current 3G speeds. In addition, as the web'n'walk data card is quad-band, it will now work in more countries, including the USA. The web'n'walk card includes 12 months access to T-Mobile's Wi-Fi service in the UK, giving users access to over 1,000 T-Mobile HotSpots.

Customers wishing to access the mobile Internet using their laptop will pay £17 per month (+VAT) using the web'n'walk data card, and will receive a free web'n'walk data card if they select either an 18 or 24 month contract. Alternatively, customers wanting to access the Internet via a handset can do so from the range of T-Mobile web'n'walk devices by simply adding web'n'walk professional to their existing Flexi, Relax or Business 1-Plan tariff for just £8.50 per month (+VAT).

Simon Granshaw

Tel: + 44 20 8263 5294, email: sgranshaw@teligen.com

[Back to Top >>](#)

3 UK introduced new direct plans

3 introduced a new set of tariffs Direct plans – “Direct Video & Talk & Text 500”, “Direct Video & Talk & Text 1000”, “Direct Text 950” and “Direct Text 1400”.

These tariffs can be only purchased directly from 3.

	Direct VTT 500	Direct VTT 1000	Direct Text 950	Direct Text 1400
Monthly rental	£25	£30	£25	£30
UK voice minutes	300	750	150	300
UK video minutes	25	50	25	50
UK text messages	150	150	750	1000
UK photo messages	25 phone or video messages	50 phone or video messages	25 phone or video messages	50 phone or video messages
UK video messages				

Customers can chose between a 12 and 18 month contract.

To introduce the new tariffs, the company is currently running a few promotional offers. When signing on to any of the plans above before 31.05.06 customers get £5 of free downloads every month to spend on music videos, music tracks, games, TV, ringtones and all 3 videos.

Customers signing on to either Direct Text 950 or 1400 before the 31.05.06 can chose between half price line rental for the first 6 months on an 18 month contract or double messages for the first 3 months on a 12 month contract.

When signing on to either Direct VTT 500 or 1000 customers receive 50% more minutes and texts for life – as long as they stay on the promoted price plan.

Tamara Stancic

Tel: + 44 20 8263 5404, email: tstancic@teligen.com

[Back to Top >>](#)

info@teligen.com

© Copyright 2006 Teligen Ltd.

**Published by Teligen
Watermans Park
High Street, Brentford, TW8 0BB
United Kingdom
Tel +44 (0) 20 8263 5200
Fax +44 (0) 20 8263 5222
www.Teligen.com**

We respect your privacy. To unsubscribe, please send an email to: johannah@teligen.com with UNSUBSCRIBE in the subject line.

Alternatively click [here](#) to unsubscribe via our website.