

## 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.

Back after a short summer break, 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...

- [\*Reduction of long distance rates in Vietnam approved\*](#)
- [\*BT doubles entry-level broadband speed\*](#)
- [\*BSNL reduces broadband tariffs by up to 50%\*](#)
- [\*Tele2 launches high speed ADSL in Belgium\*](#)
- [\*Telecom NZ raises international VoIP call charges\*](#)
- [\*T-Mobile in the Czech Republic revamps data tariffs\*](#)
- [\*Vodafone New Zealand introduces new 3G services\*](#)

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## PSTN

### Reduction of long distance rates in Vietnam approved

VNPT, Vietnam's incumbent telecom provider, has been successful in obtaining approval for a reduction in long distance telephone rates from the Ministry of Post and Telematics (MPT). The reductions include domestic long distance calls, and international calls via both IDD and VoIP.

The Ministry has given the go-ahead for VNPT to reduce inter-provincial fixed line call charges to VND364 per minute (minimum rate) and VND700 per minute (maximum rate), and international call charges by an average of 15-16

% . A fixed line International Direct Dialled (IDD) call will now incur maximum and minimum charges of US\$0.8 and \$0.5 per minute respectively, while international calls via VoIP (Voice over Internet Protocol) will be reduced to \$0.5 minimum and \$0.6 maximum per minute.

VNPT also owns the Vinaphone and MobiFone mobile networks in Vietnam and has sought permission to reduce mobile phone tariffs as well, in response to the fast growth shown recently by its rival, Viettel Mobile. This application, which included a proposal for shorter billing increments, has not been approved by the Ministry, however, as it felt that such a move would stifle the promising competition in the market.

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## **Broadband Internet**

### **BT doubles entry-level broadband Speed**

BT has doubled the speed of its entry level broadband service and announced that all customers should be able to get 2Mbps as standard. The migration of existing customers of BT's entry level service (Broadband Basic at £17.99/month) from 1Mbps to up to 2Mbps, began on the 20th July 2005, and new Broadband Basic customers will receive up to 2Mbps as standard.

As an introductory offer, new subscribers to BT Broadband Basic will pay no connection charge and £15.99 per month for the first three months (via cash back), after which the standard rate of £17.99 per month applies. Included are 5 email addresses, free online help and a free modem when ordered online (orders placed by other means incur a £25.00 charge).

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### **BSNL reduces broadband tariffs by up to 50%**

The Indian state-owned operator BSNL has reduced broadband tariffs by up to 50% within a year of launching its services.

The monthly rental for the residential plan has been reduced from Rs 500 to Rs 250 for a 256-Kbps connection. The download limit on this plan has, however, been reduced to 400MB, from 1GB, although the cost per additional megabyte of download has been reduced.

For business customers, the operator has reduced the tariff from Rs 1,200 per month to Rs 700 for a 256-Kbps connection. The download limit has also been reduced, from 4GB to 2GB and the same reduction in cost per additional megabyte of download applies.

Furthermore, one-off modem charges have been cut from Rs 2,000 to Rs 1,200. Subscription billing is not in advance but on a monthly basis depending

on the usage.

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**Tele2 launches high speed ADSL in Belgium**

The Scandinavian operator Tele2 has launched its high speed ADSL package in Belgium. The package has speeds of 4Mbps download and 256Kbps upload, for a monthly rental of €29.90. Installation is free but customers can also purchase their modem for €44.90 (all prices include VAT). The monthly data-transfer limit included in this package is 10GB. Furthermore, customers get 10MB webspace for personal use and 5 email addresses.

*Tele2 claims that its new ADSL package will save customers at least €10 month and €120 per year compared to Belgacom's similar offering, Belgacom ADSL Go. Belgacom, however, responded to this by offering Belgacom ADSL Go with one month's free subscription and a free modem. Standard monthly rental is €39.99, including VAT.*

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**VoIP**

**Telecom NZ raises international VoIP call charges**

From 15 August 2005, call charges on Telecom New Zealand's 0161 service were increased for a selection of international destinations. Price increases range from 33% on off-peak calls to Cambodia, 42% on peak calls to Israel and up to 100% on off-peak calls to Andorra. Calls to certain international mobiles were also increased. For example, calling a mobile in Bulgaria rose by 366% off-peak, while calls to South African mobiles rose by 150%.

Telecom New Zealand's 0161 service is a VoIP service available to all existing Telecom direct dial residential customers. Access to the service is by dialling a 0161 code before the number called.

Telecom also revised the 0161 pricing structure from minute/per second charging to minute/minute charging. All 0161 calls (including parts of minutes) are now rounded up to the nearest minute and priced accordingly. This change also took effect on 15 August 2005.

The examples used here are for some of the destinations where prices changes occurred; for a full list please contact Teligen directly.

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## Mobile

### T-Mobile in the Czech Republic revamps data tariffs

T-Mobile in the Czech Republic is to revamp its data tariffs to make them more transparent. Only two tariffs will apply, one for Internet access at CZK 0.06/KB and one for WAP at CZK 0.50/KB. Both prices are exclusive of VAT and in each case, billing will be in 5KB increments.

Furthermore, three different bundles will be available, as follows:

- One MB of WAP access per month at CZK 99 plus VAT. The operator claims that this equates to almost unlimited WAP access or to the data charges to download 30 Java games.
- The email and PDA tariff costs CZK 199 for 10MB of data, which will allow users to download 2000 average length emails, or surf the net on one of the PDA's offered by T-Mobile. This replaces the GPRS Standard tariff.
- The high volume tariff is called Internet+ and offers unlimited Internet and WAP access for CZK 699. This price plan replaces the current GPRS Unlimited tariff.

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### Vodafone New Zealand introduces new 3G services

Vodafone in New Zealand has announced the introduction of five new 3G components: 3G mobile handsets, Mobile Connect Card and video calling, Vodafone Live, Musicstore and Mobile TV. All prices below exclude VAT unless otherwise stated.

Customers can choose from a range of 5 handsets costing between \$749 and \$999. Nearer Christmas time there will be 15 3G handsets available on the market, with the number expected to reach 30 within one year.

There are 4 options available for the Mobile Connect Card, depending on usage, as can be seen in the table below. The Mobile Connect Card costs \$199 on VMC Lite and is free on the other packages:

Package	Monthly Access Fee
VMC Lite	\$45 (incl. VAT) for 50MB
VMC Everyday	\$79 for 250MB
VMC Pro	\$99 for 500MB
VMC Unleashed	\$149 for 1GB

Video calling to other Vodafone users is charged at the same rate as a standard voice call, depending on which plan the customer is on.

Musicstore tracks are charged at \$3.50 per download and Mobile TV channels are \$1.50 for a one-off access of 10 minutes or \$3.50 per week for unlimited

access. Clips and Mobisodes are charged at \$1 each to stream and \$2 each to download and 3G games cost \$7 each to download.

From October, Vodafone will be running a special promotion with the following features offered for free: video calling, Mobile TV, videos and five music tracks. The offer will be valid for one month, after which standard tariffs apply.

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