

## Welcome to Teligen's Tariff Outlook Newsletter

### Message from the Editor

Welcome to the *tenth 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...

- [\*Portugal Telecom reduces domestic call charges\*](#)
- [\*South American calls to mobile come under scrutiny\*](#)
- [\*New broadband services announced by France Telecom\*](#)
- [\*T-Online introduces four new DSL Tariffs\*](#)
- [\*Optimus unveils Top tariff\*](#)
- [\*Vodafone K.K. announces changes to Connect Card\*](#)
- [\*Comviq Sweden becomes Tele2Comviq and introduces a new 3G tariff\*](#)

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## PSTN

### Portugal Telecom reduces domestic call charges

Following this month's rise in Portuguese VAT from 19% to 21%, Portugal Telecom has made significant changes to its domestic calling structure and charges.

The fixed charges for a standard analogue telephone line (installation and monthly rental) have effectively increased, due to the VAT rise (the VAT-exclusive charges remain the same). The charges for domestic calls, however, have generally decreased. The call set-up charge for domestic calls

has increased slightly due to the VAT rise, but the per minute charges have been reduced: the local per minute charges by around 12% and the national off-peak charge by around 70% (the call credit time included with national off-peak calls has also been doubled to 60 seconds). There has been no change to the national peak call charge.

The structure of these domestic calls has also been changed – the number of distance related calling zones has been reduced from 3 to 2, with the new Local calling area now covering non-adjacent areas up to a distance of 50km, rather than the old 10km limit. The new National calling area covers all calls between non-adjacent areas above 50km apart. A summary of the new domestic call structure and prices is shown below, including VAT:

		€/ Minute	
Call Type	Call Credit Time	After Initial Call Credit Time	
	For €0.0847	Peak	Off-Peak
Local	60 seconds	0.0316	0.0102
National (Peak)	30 seconds	0.0600	-
National (Off-Peak)	60 seconds	-	0.0102

**Notes**

Local – Inside a Local Area (LA), between adjacent LAs or between non-adjacent LAs up to a distance of 50km

National – Between non-adjacent LAs over 50km

Peak calls are 0900 - 2100 Monday to Friday

Reduced calls are at all other times including Public Holidays.

*In the advent of a general increase in VAT in Portugal, these price changes will be welcomed. Although the consumer will see part of their bill increase due to the VAT rise, the restructuring of the domestic calls discussed here will for the most lead to a reduction in the cost of making calls. Customers can now call up to 30km further for the cost of a local call, which itself has seen a price cut. More significantly though, the cost of national calling during off-peak hours has been reduced dramatically, from 3.6 eurocents per minute to 1 eurocent per minute, including VAT. The cost of calling from a fixed line to a mobile phone has also been reduced by an average of 1.7%, continuing the trend shown in Portugal earlier this year.*

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**South American calls to mobile come under scrutiny**

Telemar, the Brazilian fixed line operator, has increased its fixed to mobile calling rates by 7.99%. This increase came into effect on 17th July 2005. Other operators in Brazil such as Brasil Telecom and Telefonica have received permission to make similar increases.

Meanwhile in neighbouring Colombia, the telecoms regulator CRT is aiming to publish a final resolution on the price of fixed to mobile calls by the end of August. CRT is proposing a fixed to mobile tariff of 356 pesos (US\$0.15) per minute, a reduction of almost 65% compared to the current rate of 1,000 pesos. According to Colombia's laws, prices for mobile to mobile, fixed to mobile and mobile to fixed line calls are the responsibility of the mobile operators. However, the regulator considers their rates to be much higher than

in other countries and has instigated the debate in an attempt to find a resolution together with the operators. Operators are expected to adjust their own fixed to mobile tariffs before November 2005.

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## Broadband Internet

### New broadband services announced by France Telecom

On 7th July 2005, France Telecom launched several new innovative home broadband services. The new services include a number of "Live Services" and "Livecom", the first PC communication software in France that integrates video telephony, unlimited calls via ADSL and instant messaging. A summary of the new services is shown below; all prices are inclusive of VAT:

**Live Services:** A package of wireless services combining a Livebox and broadband services from France Telecom. With Live Services, home multimedia equipment (fixed or mobile telephone, video phone, camera, television, stereo system, etc.) can be connected to broadband via a Livebox, giving users access to a new range of services. The Live Services work regardless of whether the computer is turned on:

- **Live phone:** A wireless broadband phone that gives users access to their Wanadoo address book and new mail alerts, and provides weather and traffic reports and much more without the use of a computer; a Live phone terminal costs €99.00.
- **Live zoom:** A wireless camera connected to a Livebox – this enables pictures from the home to be viewed from any video compatible mobile phone or any PC with an Internet connection. The Live zoom pack costs €199.00; this service is free for the first year, after which it is charged at €3.00 per month.
- **Live electronic surveillance:** This service makes it possible to detect attempted break-ins, and alerts the client and surveillance centre; the installation and connection charge for the detectors is €99.00; the service is charged at €19.00 per month for an apartment and €24.00 per month for a house.
- **Live music from Wanadoo:** This service enables the user to listen to Internet radio or MP3 files saved on the computer via a stereo or home cinema; the equipment required is the Philips SLA 5500, available at €129.00.
- **Photo transfer:** Allows users to send photos taken with a bluetooth mobile phone directly to their Wanadoo photo log.

**Livecom:** With this service, users can call their friends and family at any time using their PC, fixed line, 2G or 3G mobile, or videophone. PC-to-PC communications between Livecom users are free and unlimited. To call telephones and videophones, Livecom users can subscribe to prepaid packages for €10.00, €15.00 or €25.00.

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## T-Online introduces four new DSL Tariffs

From the 4th July 2005, T-Online, the Internet operation of Deutsche Telekom, has offered 4 new online DSL tariffs: T-Online dsl start, volume, flat classic and flat max. T-Online dsl start includes 30 online hours per month, and T-Online dsl volume includes 3000 MB of usage per month.

The prices shown below include VAT:

Tariff	Euro / Month	Euro Cent / Additional Min	Euro Cent / Additional MB
T-Online DSL start	4.95	1.59	-
T-Online DSL volume	9.95	-	1.59
T-Online DSL flat classic	14.95	-	-
T-Online DSL flat max	29.95	-	-

These tariffs relate to the customer's access to the Internet and must be used in conjunction with a DSL connection package – these are T-DSL 1000, 2000 and 6000, which offer download speeds of 1 Mbit/s, 2 Mbit/s and 6 Mbit/s respectively. All of the new online tariffs can be used in conjunction with these connection packages except T-Online dsl flat classic, which cannot be used with T-DSL 6000.

*Although these new tariffs represent a saving for T-Online customers, they are still more expensive than those on offer by their competitors*

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## Mobile

### Optimus unveils Top tariff

Optimus, the third and smallest mobile network operator in Portugal, has launched a new tariff called Top, claiming this will allow its users to communicate without restrictions.

For €79.90 per month, the Top tariff offers:

- 600 voice minutes, or
- 150MB of data, or
- 800 SMS, or
- 250 MMS

Out-of-bundle costs are €0.14 for calls to any national network and €0.11 for SMS. Billing is per 10 seconds after the first minute.

Users who prefer making voice calls can opt for a tariff that only includes voice minutes, and will receive 810 minutes per month. This tariff also costs €79.90, equating to a per-minute charge of less than €0.10.

Users of either tariff can call a freephone number to check their usage during the month.

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**Vodafone K.K. announces changes to Connect Card**

Japanese operator Vodafone K.K. has announced that from the beginning of August there will be some changes to existing Connect Card tariffs, with a new plan introduced.

The new plan to be introduced is called Data Value Pack Middle. Vodafone K.K. now offers three connect card plans, with this new plan positioned between Data Value Pack Super and Data Value Pack Regular. The details of the new plan are shown below:

<b>Data Value Pack Middle</b>	<b>Yen</b>
Basic monthly charge	8000
Free communication allowance	22500
Packet communication charge	0.015 / packet
64k digital communications charge	60 / minute

While the monthly rental for Data Value Pack Super will stay the same, the free communication allowance will be increased by 75%, from 30,000 Yen to 42,000 Yen, bringing greater value to the package.

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**Comviq Sweden becomes Tele2Comviq and introduces a new 3G tariff**

The retail mobile arm of Tele2 Sweden has changed its name from Comviq to Tele2Comviq.

In addition to this, Tele2Comviq has introduced a new 3G tariff called Tele2Comviq BAS. This new tariff allows customers to make free calls to all fixed networks in Sweden at anytime. The monthly rental for this package is SEK 125, including VAT.

Furthermore, Tele2Comviq are now offering a new post-pay package, Kontant Amigos, where customers can take advantage of cheap rates for calls to international destinations. The international rates on this new tariff are up to 78% cheaper than the standard tariff.

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