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Teligen Outlook

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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.

In this issue we cover a number of new and innovative tariffs plans with a particular emphasis on business services this time. Included below are two new business broadband services from Deutsche Telecom and Telecom New Zealand. We also cover a new ISDN service from OTE Greece and a Fixed-Mobile convergence service for businesses from BT.

Good news for BT this week with the long awaited lifting of the 22 year price control by UK regulator, Ofcom. The regulator has conceded that increased competition and a growing mobile phone market provided the necessary environment for this deregulation. Watch out for interesting price cuts and maybe even an all out price war in the UK market when the changes come into effect in the Autumn.

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

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This Week's Top Stories...

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

Products

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

- > T-World
- > T-Basket

Consulting



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](#)

Broadband

T-com (Deutsche Telekom) to launch T-DSL 16000

T-Com has announced that it is expanding its array of T-DSL connections.

After intensive testing which started in September 2005, the T-DSL 16000 is due to be launched on 15th May 2006.

| Package | T-DSL 1000 | T-DSL 2000 | T-DSL 6000 | T-DSL 16000 |
|---------------------|---------------|---------------|---------------|----------------|
| Flatrate Euro/Month | 16.99 | 19.99 | 24.99 | 29.99 |
| Upstream | 128 | 192 | 576 | 1024 |
| Downstream | 1024 | 2048 | 6016 | 16000 |

A connections charge of €99.95 applies.

There is no release date yet for the T-DSL 25000 (5MBit/s Upstream / 25MBit/s Downstream) which has also undergone testing since September 2005.

Tamara Stancic

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Good news for Xtra Broadband residential and business customers

From next month, Telecom New Zealand plan to offer faster and cheaper broadband plans to residential and businesses customers through its Xtra broadband service.

Prices will range from \$29.95 to \$ 149.95 a month. From the beginning of April Xtra customers will automatically be upgraded to a faster plan with almost no change to their monthly charges.

The new range of plans are intended to offer customers a much faster on-line connection.

The Plans below are some of the Xtra current prices for comparison.

Xtra Current Broadband Plans

| Plan | Monthly Cost | Download Speed | Monthly High-Speed Allowance |
|-------------------------|--------------|------------------------------|------------------------------|
| Xtra Broadband GO | \$39.95 | Up to 6x faster than dial-up | 1GB |
| Xtra Broadband EXPLORER | \$49.95 | Up to 6x faster than dial-up | 3GB |

Xtra New Plans

| Plan | Monthly Cost | Monthly High-Speed Allowance | Maximum Download Speed | Maximum Upload Speed | Overage |
|---------------|--------------|------------------------------|------------------------|----------------------|---------|
| Xtra GO | \$39.95 | 1GB | 2Mbps | 128kbs | No |
| Xtra Explorer | \$49.95 | 5GB | 3.5Mbps | 128kbs | No |

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PSTN

BT launches new combined fixed and mobile plan for businesses

Having run trials since July last year, UK incumbent BT this week announced the launch of a combined fixed and mobile calls package aimed at business customers. Called BT Business Plan with BT Mobile, it is available to all BT Business customers spending more than £5,000 on their combined fixed and mobile call costs per year. It is available to customers that sign up to BT Business Plan for a 12 or 24-month term and indicate that their mobile spend should be included. The package also features BT Billing Analyst, a powerful tool that allows businesses to analyse their bill and control their spending on calls. A summary of the benefits offered by BT Business Plan with BT Mobile is shown below. All prices include VAT:

- Local and national fixed-line calls capped at 10 pence for up to one hour;
- Fixed-to-mobile calls capped at 25 pence for up to one hour;
- Calls to the EU and Pacific Rim capped at 20 pence for up to one hour;
- Calls to the USA capped at 10 pence for up to one hour;
- Preferential rates for mobile-to-mobile and fixed-to-mobile calls from as low as 3p per minute;
- Free BT Billing Analyst tool;
- Single bill for all fixed and mobile calls;
- Single number for billing enquiries;
- 5% discount at the end of the year, based on total fixed and mobile call spend.

BT Business Plan with BT Mobile is the latest addition to the group of services that BT currently offers to small businesses. The launch follows developments

in its business VoIP product range and the recent move to extend the converged fixed and mobile service BT Fusion to business customers (as reported in Tariff Outlook last month). The operator claims that "the new package meets a growing need for businesses, where increasingly spend on mobile can overtake their fixed line bill."

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Telenor introduces flat telephony rates

Telenor has introduced new flat rate packages for its analogue telephony (PSTN) and ISDN services as well as new flat rate packages for Broadband Telephony. Furthermore, there is a new mobile option with free calls during off peak hours. The flat rate PSTN and ISDN packages are available to residential and small business customers. These new packages include an unlimited amount of calls to fixed lines in Norway. Customers will not pay the call set-up fee for these calls. Furthermore, there is an additional 20% discount on international calls and calls to mobile. All prices below are inclusive of VAT at 25%.

| Telenor Pluss - Fixed Telephony | | | |
|--|---------------------------------|---------------------------------|-----------------|
| Service | Old Monthly Rental - NOK | New Monthly Rental - NOK | Includes |
| PSTN | 219 | 249 | Calls to Fixed |
| ISDN | 299 | 329 | Calls to Fixed |

There are two new offerings for Broadband Telephony. Broadband Telephony Pluss is aimed at customers with high volume of calls to fixed numbers in Norway and to international destinations. Broadband Telephony Mini is aimed at customers with a low traffic volume and they receive free calls to other Telenor Broadband telephony customers. Broadband Telephony Mini is also an introductory package for customers new to broadband telephony.

| Broadband Telephony Pluss and Mini | | |
|---|-----------------------------|---|
| | Monthly Rental - NOK | Includes |
| Broadband Telephony Pluss | 159 | Calls to fixed and other broadband phones |
| Broadband Telephony Mini | 0 | Calls other Telenor broadband phones |

As for the new mobile offering Telenor is now introducing a new package FriTid with unlimited calls to fixed lines in Norway and to Telenor's mobile network during evening and weekends included in the monthly rental. The monthly rental for this new package is 329NOK. For other calls customers pay 0.49NOK for peak calls to fixed lines and Telenor mobile network and 0.99NOK for calls to other mobile networks. There is a call set up charge of 0.59 for all calls.

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Telecom Egypt plans price increase

Telecom Egypt, the country's incumbent operator, has announced it is raising prices for some of its services by up to 25 percent to help eliminate some of its losses on local call services. The new rates will come into effect on April 1 2006.

The monthly rental charge will rise from EG£8 to EG£10 for residential lines and from EG£13 to EG£16 for business lines.

Telecom Egypt is also cutting the number of free minutes it allows per residential line from 166 to 50 a month. Business subscribers do not receive free minutes. The cost of the first minute of a local phone call for all subscribers will increase from EG£ 0.05 to EG£0.06 while the rate for subsequent minutes stays unchanged at EG£0.02.

The rates for national long-distance calls remain the same although Telecom Egypt may cut its international call rates later in the year, according to company officials.

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ISDN

New Business Service from OTE Greece

OTE Business customers can access their data and work on any site with the new solutions package from OTE business. Professional Tool Wireless Office includes:

- ISDN connection
- ISDN Bluetooth equipment
- OTEPICHIRO economy program at one off payment of €3.57 (VAT included) registration fee per telephone line which offers Business customers further price reductions of up to 10% for local calls, up to 25% for long distance calls and up to 35% for international calls to fixed lines

The pricing of the new packages is as follows (VAT at 19% included):

| Package | Fixed Cost €/Month | Equipment € | Packet Price € | Further Haulage € |
|---|-----------------------|----------------|-------------------|----------------------|
| Wireless Office + ISDN BRA new connection | 52.38 | 134.47 | 186.85 | 2.62 |
| Wireless Office + Analogue to Digital Conversion (ISDN BRA) | 17.47 | 134.47 | 151.94 | 2.62 |
| Wireless Office (no | - | 154.70 | 154.70 | 2.62 |

connection)

The equipment box includes an ISDN USB for connecting the terminal equipment.

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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-authorised, 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, and those with close geographical or geopolitical proximity.

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

Mobile

E-PLUS Launch Prepay Web Tariff

German operator E-Plus has unveiled an online tariff called Free & Easy Web. In return for online management of the price plan and a minimum monthly topup, this offers up to 150 on-net bonus minutes. The bonus minutes are valid for one month and are billed by the second, in contrast to other national calls, where per minute billing applies.

| E-Plus Free & Easy Web | €15 topup | €30 topup |
|---------------------------------------|------------------|------------------|
| SIM | €19.90 | €19.90 |
| National Calls | €0.29 | €0.29 |
| Voice Mail | Free | Free |
| SMS | €0.09 | €0.09 |
| Customer Services Hotline | €1.25 | €1.25 |
| On-net bonus minutes | 50 | 150 |

Another innovation from E-Plus is the Family & Company option, which can be added to the Time & More Web 50,100,200 or 500 tariffs provided they have a 24-month duration.

For €2.50 per SIM per month, Family & Company offers free calls between the users included in the option. Up to four numbers can be added to the contract and the bill for all participants will come to the main user. The inclusive

minutes will be billed per second after the first minute and can be rolled over for one month.

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T-Mobile UK launch new Relax Plans

T-Mobile UK has just revised their Relax plans, to now give 6 packages including a combination of anytime, any-network minutes and text messages. Currently T-Mobile is running a promotion where new customers receive 25% off the monthly line rental for life when they buy direct from T-Mobile. The prices below are in GBP including VAT at 17.5%.

| Plan | Inclusive Minutes | Inclusive Text Messages | Standard Monthly Charge | Monthly Charge with 25% Discount |
|----------|-------------------|-------------------------|-------------------------|----------------------------------|
| Relax 20 | 100 | 25 | 20 | 15 |
| Relax 25 | 150 | 100 | 25 | 18.75 |
| Relax 30 | 250 | 100 | 30 | 22.50 |
| Relax 35 | 500 | 200 | 35 | 26.25 |
| Relax 50 | 750 | 200 | 50 | 37.50 |
| Relax 75 | 1200 | 200 | 75 | 56.25 |

Call Charges (Per Minute/ Per Message)

| Fixed | T-Mobile | Other Networks | SMS | MMS | Voicemail |
|-------|----------|----------------|------|------|-----------|
| 0.12 | 0.10 | 0.12 | 0.20 | 0.10 | No |

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