

## Welcome to Teligen's Tariff Outlook Newsletter

### Message from the Editor

Welcome to the *eighth 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...

- [\*BT launches BT Fusion\*](#)
- [\*Payphone charges change on Jersey\*](#)
- [\*Tele2 Sweden introduces direct access PSTN\*](#)
- [\*Arcor offers Germany's cheapest Flatrate DSL package\*](#)
- [\*New Neuf Telecom DSL Business tariffs from June 2005\*](#)
- [\*KPN and Dutch Railways in WiFi deal\*](#)
- [\*Revision of the OECD Price Performance Baskets begins\*](#)

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## Converged Fixed / Mobile

### BT launches BT Fusion

BT has announced the launch of the first converged fixed and mobile service on the market. BT Fusion will work just like a normal mobile phone when outside of the home, charged at normal mobile rates, but when inside the home customers are automatically switched onto a BT Broadband line charged at fixed call rates.

Customers taking up the service will need to have a BT hub fitted inside their

house, which will link the BT Fusion handset with their BT broadband connection. The hub is free and also works as a wireless router.

Below are the details of the two packages that will be made available to BT Broadband subscribers from September this year, as well as the call charges for inside and outside of the home. All prices include VAT:

	Monthly Rental	Inclusive Minutes
<b>BT Fusion 100</b>	9.99	100
<b>BT Fusion 200</b>	14.99	200

### Call Charges

	Calls to landlines from home	Calls to other mobiles from home	Calls to landlines outside the home	Calls to on-net mobiles outside the home	Calls to off-net mobiles outside the home
<b>BT Fusion 100</b>	0.05 an hour at weekends / 0.03 a minute daytime	0.10	0.10	0.10	0.30
<b>BT Fusion 200</b>	0.05 an hour at weekends / 0.03 a minute daytime	0.10	0.10	0.10	0.30

*This innovative service is the first of its kind to be announced, aiming to give customers the best of both mobile and fixed line services. Customers will enjoy the flexibility of the mobile both inside the home and outside, but when inside the home they will enjoy the quality and lower call rates of the fixed line service. The service is aimed at groups or families who make most of their calls from the home and will thus benefit from the lower fixed rates. However, customers must be BT Broadband subscribers to enjoy the benefits of BT Fusion and BT has no plans to make this service available to subscribers of other broadband ISPs.*

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## PSTN

### Payphone charges change on Jersey

Earlier this month Jersey Telecom reduced local payphone calls by 80% to 2p per minute – national payphone calls were also cut to 15p per minute while calls to mobile phones were reduced to 30p per minute. This new flat rate pricing structure was introduced for all calls (instead of the existing day, evening and weekend charges), in order to make the charges easier to understand.

In addition to this the minimum call charge has been doubled from 10p to 20p.

<b>Payphone Pricing Changes</b>	<b>Existing Call Charges Per Minute</b>	<b>Call Charges as of 9th June Per Minute</b>
<b>Calls to Local Fixed Line Numbers</b>	10p	2p
<b>Calls to Local Mobiles</b>	20p	20p
<b>Calls to National Fixed Lines (including Guernsey)</b>	20p for national calls 10p for calls to Guernsey	15p
<b>Calls to National Mobile Numbers (including Guernsey)</b>	45p	30p
<b>Minimum Call Charge</b>	10p	20p

International call charges have also been restructured and placed into three charge bands, resulting in the highest charge seeing a reduction of 52% from £2.09 per minute to £1 per minute:

<b>International Zone 1</b>	40p per minute
<b>International Zone 2</b>	60p per minute
<b>International rest of world</b>	£1 per minute

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**Tele2 Sweden introduces direct access PSTN**

Tele2 in Sweden now offers direct access to the PSTN network for both its residential and business customers. Prices shown below are including VAT:

	<b>SEK / Month</b>	<b>SEK / Connection</b>
<b>Residential Line</b>	119.00	975.00
<b>Business Line</b>	136.25	0.00

Both residential and business customers are committed to a 12 month contract, but can cancel the contract for a fee of SEK 349. Residential customers can use this fixed line offering in conjunction with Tele2 pre-selection packages.

*Tele2 are encroaching on another Telia stronghold. The residential offering from Tele2 is 4.8% lower than the similar offering from Telia. Furthermore, the business package is over 6% lower than Telia's business tariff. By offering these new tariffs Tele2 hopes to lure even more customers from Telia.*

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## Broadband Internet

### Arcor offers Germany's cheapest Flatrate DSL package

On the 15th June 2005 Arcor announced a price reduction of 50% on its **DSL Flatrate packages** (2 and 3 Mbit/s). The new monthly price of €4.95 is only available to new customers. Customers will also benefit from a free connection if they sign up before 30th June 2005. After that the regular connection charge of €99.95 applies.

Arcor's DSL Flatrate is only available in conjunction with Arcor ISDN packages. Customers using other providers will need to migrate to Arcor in order to benefit from this new Flatrate offer.

Furthermore, when customers order a DSL Flatrate 3 Mbit/s connection, Arcor will offer them a reduced price on its **telefon flat** package at €14.95 (instead of €19.95). A minimum contract duration of 12 months applies.

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### New Neuf Telecom DSL Business tariffs from June 2005

From 15th June 2005, high speed DSL tariffs are available to Neuf Telecom business customers in France. The available bandwidths of the new service are up to 20Mb for download (minimum 512K) and up to 1Mb for upload (minimum 128K). Also offered are unlimited email addresses accessible with POP3, IMAP and webmail. A summary of the new Neuf DSL Business tariffs is shown below, exclusive of VAT:

- *DSL up to 20Mb for €14.90 per month for the first 12 months, after that €24.90 per month. Available in areas covered by Neuf Telecom.*
- *DSL 512K for €14.90 per month for the first 12 months, after that €24.90 per month. Available in areas not directly covered by Neuf Telecom.*

Additionally, Neuf DSL customers can benefit from the "Unlimited Telephony on DSL" option for €9.00 per month. This service requires a Neuf box modem, which customers can either purchase for €59.90, or rent for €3.00 per month. With this option Neuf Telecom activates an additional telephone line on the Neuf box modem. There are unlimited local and national calls with this offer, excluding calls to mobile, short numbers, specials numbers, emergency numbers and Internet calls.

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## WiFi

### KPN and Dutch Railways in WiFi deal

KPN has signed an agreement with NS, the Dutch railway service, to offer train travellers access to KPN-managed HotSpots at the central stations of Utrecht and The Hague. Four different vouchers are available: one hour's access costs €5, one day can be purchased for €10, one week for €15 and one month for €30. The vouchers can be purchased at the stations, through a 0900 number or using a KPN mobile subscription. Customers using the 0900 number can also opt for 15 minutes' access.

*Compared with T-Mobile's tariff, the KPN charging structure appears reasonable, all the more so as the KPN-NS vouchers can be used in other HotSpots as well. T-Mobile charges €5 for one hour and €16.76 for 24 hours. 30 days cost €67.18. T-Mobile is currently heavily promoting its HotSpot network, which is in line with its ambitions to be the No.1 WiFi provider in the Netherlands. Also, it offers more HotSpots than KPN, so, even though the charges are higher, customers will be able to get more comprehensive access for their money.*

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## Teligen Products

### Revision of the OECD Price Performance Baskets begins

June 2005 saw the start of the latest review process for the OECD Price Performance Baskets. Released quarterly as part of Teligen's T-Product range, T-Basket contains the results of PSTN, Digital Mobile and Leased Line benchmarks using the official OECD basket methodologies.

It is necessary to review the basket structures and definitions going forward in order to keep the benchmarks in line with technological developments and market trends. Teligen and the OECD have jointly organised and run a revision workshop in Rome, with the kind help of hosts Telecom Italia, in order to discuss possible developments to the basket portfolio.

The next stage of the process is the collection of service and traffic information to support the proposed amendments to the baskets – it is anticipated that the new basket definitions will be officially adopted and implemented in the T-Basket product by February 2006. For more information on the OECD baskets and the review process please contact Teligen.

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