

## Welcome to Teligen's Tariff Outlook Newsletter

### Message from the Editor

Welcome to the *sixth 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...

- [\*Telia launches new telephony package for SMEs in Sweden\*](#)
- [\*France Telecom offers Business and SME customers new savings\*](#)
- [\*EuroTel is re-branded as T-Mobile Slovensko\*](#)
- [\*TeliaSonera Sweden reduces pre-pay charges\*](#)
- [\*Vodafone introduces travel promise and Vodafone Simply\*](#)
- [\*India - bandwidth rates reduced by up to 70%\*](#)

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### PSTN

#### Telia launches new telephony package for SMEs in Sweden

On the 16th of May Telia introduced a new package for Small and Medium Enterprises (SMEs) in Sweden offering unlimited call time at a fixed monthly rate. The package consists of a fixed subscription, a mobile subscription and free fixed and on-net calling time. Prices exclude 25% VAT.

<b>SEK 489 monthly rental includes free calls in Sweden:</b>
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From the SMEs fixed phone to all fixed networks
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From the SMEs fixed phone to Telia's mobile network
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From the SMEs mobile phone to Telia's mobile network

Calls from the customer's mobile phone to Telia's fixed network or other fixed networks are not covered by the free call time. Customers will also be charged when making calls to other mobile networks. All calls have a call set up charge of SEK 0.40 per call.

*This package will be especially attractive to very small offices as there are no minimum contract terms or required levels of spending. Telia is expecting this to be so popular that there will be a limit of three subscriptions per company.*

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**France Telecom offers Business and SME customers new savings**

"L'illimite Pro/PME" is an option from France Telecom that gives Business and SME customers unlimited calls to local and national destinations, 7 days a week and 24 hours a day for a fixed monthly rental. From now on this offer also includes 30 minutes to one hour of calls to all mobile networks in France.

The tariffs below are VAT inclusive. The promotion for new subscribers runs until December 31st 2005

<b>L'illimite Pro/PME</b>	<b>Standard monthly charge/€</b>	<b>Monthly charge for new subscribers/€ (valid for 2 months only)</b>
<b>30 minutes to mobile</b>	30	20
<b>60 minutes to mobile</b>	60	40

On May 16th, France Telecom also introduced a reduction of up to 22% on all "Forfaits Pro/PME Europe et Amerique du Nord" tariffs. These options are a range of ten fixed time tariffs that offer Business and SME customers reduced rate calls to Europe and North America. Current customers will benefit automatically from the new tariffs.

All tariffs below are inclusive of VAT:

<b>Inclusive Hours</b>	<b>Old Monthly Rental Tariffs</b>	<b>New Monthly Rental Tariffs</b>	<b>Decrease %</b>
<b>1/2 hour</b>	3	2.4	20%
<b>1 hour</b>	5.9	4.8	19%
<b>2 hours</b>	11.5	9	22%
<b>3 hours</b>	16.5	13.5	18%
<b>4 hours</b>	22	17.4	21%
<b>5 hours</b>	27	22	19%
<b>7 hours</b>	37	31	16%
<b>10 hours</b>	52	42.5	18%
<b>15 hours</b>	77	64.5	16%

<b>20 hours</b>	101	83.5	17%
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**Mobile**

**EuroTel is re-branded as T-Mobile Slovensko**

Slovak mobile network operator EuroTel has been re-branded as T-Mobile, the mobile phone division of Deutsche Telecom, as of 1st May 2005.

The company has also introduced new tariffs. These are called Relax, Ideal and Easy Nonstop. A summary of the prices is shown below, exclusive of VAT:

Relax 60, 100 and 200 include free minutes depending on which package is chosen (see table below). Once the included minutes have been used different call charges for each package apply. The activation charge is Sk 399.00.

*Relax*

<b>Package</b>	<b>Sk/Month</b>	<b>Incl. Min/Month</b>
<b>Relax 60</b>	369.00	60
<b>Relax 100</b>	599.00	100
<b>Relax 200</b>	999.00	200

Ideal packages include a certain amount of free minutes per month to mobile networks. Once the included minutes have been used call charges apply. The activation charge is Sk 399.00

*Ideal*

	<b>Sk/Month</b>	<b>Incl. Free Min To T-Mobile</b>	<b>Incl. Free Min To Orange</b>
<b>10 (+0)</b>	100	10	0
<b>15 (+0)</b>	120	15	0
<b>20 (+0)</b>	130	20	0
<b>30 (+10)</b>	260	30	10
<b>40 (+10)</b>	310	40	10
<b>50 (+10)</b>	370	50	10
<b>60 (+15)</b>	440	60	15
<b>80 (+15)</b>	550	80	15
<b>100 (+15)</b>	640	100	15

Easy Nonstop is a prepay tariff offering calls to all networks for Sk 9.60 per minute at all times.

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### **TeliaSonera Sweden reduces pre-pay charges**

TeliaSonera Sweden has this week reduced the minute rate for the Telia Refill prepaid card by almost SEK 1.00 during the day and by SEK 0.11 in the evenings and weekends. The service is also being renamed Telia Refill "Evenings and Weekends" (Telia Refill "kväll och helg"). For the average customer in Sweden, Telia Refill "Evenings and Weekends" will be about 7% cheaper – a summary of the tariff changes can be seen in the table below.

In addition to this re-launch, TeliaSonera are also offering a promotional prepaid plan called Telia Refill "Round the Clock", available until September 30th, which enables customers to call any network in Sweden for SEK 1.29 per minute, 24 hours a day. This is also summarised below:

	<b>Telia Refill "Evenings and Weekends"</b>	<b>Telia Refill "Round the Clock"</b>	<b>"Old" Telia Refill</b>
<b>Call set-up</b>	SEK 0.59	SEK 0.69	SEK 0.50
<b>To fixed and Telia mobile Peak charge</b>	SEK 3.99	SEK 1.29	SEK 4.90
<b>To fixed and Telia mobile Off-peak charge</b>	SEK 0.29	SEK 1.29	SEK 0.40
<b>To other mobile operators Peak charge</b>	SEK 3.99	SEK 1.29	SEK 4.90
<b>To other mobile operators Off-peak charge</b>	SEK 1.99	SEK 1.29	SEK 2.00

Prices include 25% VAT.

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### **Vodafone introduces travel promise and Vodafone Simply**

Vodafone has launched Vodafone Passport. For a one off connection fee, customers will be able to make voice calls at domestic rates when roaming on a Vodafone network or Vodafone partner network. Also, when receiving calls abroad, customers will pay the same connection charge allowing them to talk for up to 60 minutes, with no additional charge.

Below is an example of Vodafone World roaming charges compared to new Passport charges:

Based on a UK customer on the Anytime 200 price plan visiting Spain and Australia and calling a UK landline or Vodafone mobile

£	Vodafone World		Vodafone Passport	
	Spain	Australia	Spain	Australia
1 minute	0.75	0.79	0.75	0.75
2 minutes	1.50	1.58	0.75	0.75
5 minutes	3.75	3.95	0.75	0.75
10 minutes	7.50	7.90	0.75	0.75

Vodafone Passport will be available to customers in Germany, Greece, Italy, Netherlands, Spain and Sweden from 1st June. Customers in Albania, Australia, Hungary, Ireland, Malta, New Zealand, Portugal and the UK will be able to sign up to the service in the coming months.

Vodafone have also announced the launch of Vodafone Simply, which has been designed for customers who only need a mobile phone for making voice calls and texting.

Two phones will be made available to Simply customers, the Sagem VS1 and the Sagem VS2. The handset will be charged at £80 for prepay customers but will be free with a monthly price plan.

The service will be made available in Portugal, Spain and the UK from the 24th May and from 1st June in Germany, Greece, New Zealand, Sweden and Switzerland. Mobilkom Austria will launch the service in July.

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## Broadband Internet

### India - bandwidth rates reduced by up to 70%

The telecom regulator in India has cut domestic bandwidth rates by up to 70%. The changes include a 54% reduction on 64, 128 and 256 kbps bandwidths. For STM-1, that is speeds of 155 mbps, the regulator has imposed a 70% cut in the market price, which itself was 60% below the ceiling. There have also been reductions in other categories. The new rates are effective from May 2005.

A spokesperson from ISPAI said, "There are 5.5 million internet connections in the country and 27 million users. They are pretty price sensitive, so the new rates will help drive internet usage. Because quality of service is related to width of bandwidth used, cheaper rates should help users upgrade."

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