

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.

We are pleased to invite you to take a look at our website at www.teligen.com that we are re-launching today. The website has a new look to it and all the content has been reviewed to reflect changes to our core products. Today is also the launch of the new T-World Cellular which will replace our existing T-Cellular product.

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...

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- [*Al Shamil in UAE reduces broadband tariffs for residential customers*](#)
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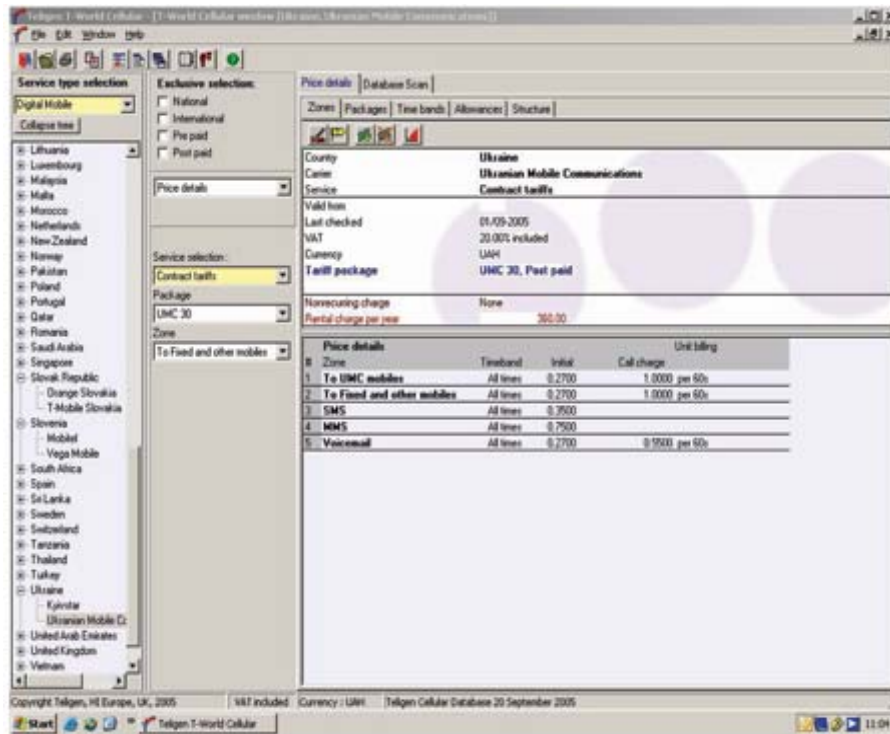
Teligen launches T-World Cellular

Today Teligen launches the new T-World Cellular, a comprehensive and accurate information service covering cellular tariffs and services worldwide. It collates tariff information on a continuous basis, provided as an off line tool based on the proven T-World system.

The system provides information on over 150 operators and over 1000 mobile packages. This includes pricing information such as connection fees, monthly rentals, call rates, SMS, MMS and International call prices.

The application includes a wide range of information display options, currency and VAT conversion and the ability to create direct price comparisons.

The screenshot below is an extract from the new T-World Cellular system.



Database updates are delivered by e-mail or Cd on a weekly basis and a summary is provided each month of changes to tariffs in the marketplace.

For more information on T-World Cellular please visit: www.teligen.com or e-mail sales@teligen.com or phone +44 (0) 20 8263 5440

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Broadband Internet

AI Shamil in UAE reduces broadband tariffs for residential customers

ECompany, Etisalat's provider of residential Internet access in the UAE, announced price reductions as of 11 September 2005. Current and new residential customers will receive up to 46% reduction on prices to its AI

Shamil broadband packages. Both new and existing customers are eligible to price reductions that are shown in the table below. In addition customers receive free email accounts with storage capacity ranging from 50MB to 1GB with multiple accounts. VAT does not apply.

AI Shamil Packages	Old Tariffs / AED	New Tariffs / AED
AI Shamil 256K	190.00	149.00
AI Shamil 512K	250.00	189.00
AI Shamil 1M	450.00	249.00
AI Shamil 2M	650.00	349.00

Furthermore, new customers will benefit from free installation and free subscription for the first month, they will also get 50% off a wireless modem from Siemens. Existing customers can upgrade their current AI Shamil package and pay the same monthly price for a package with increased speed.

These price reductions from ECompany are seen as an attempt to make broadband more available and attractive to residential customers and families in the UAE.

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Fierce competition in the Finnish Telecoms Market

The Finnish telecoms market has always been known to be fiercely competitive and things are heating up in all areas.

Within the mobile sector competition increased dramatically with number portability and it is now quite common for customers to receive up to 500 free minutes a month as well as 50 to 100 SMS for as little as €19 a month.

The broadband sector is seeing similar increases in competition. It seems that the main reason behind this is local loop unbundling and the heavy penalties incumbents face if they do not offer access to the local loop at low enough prices. See table below for an example of how close the competition is for various DSL packages offered by major ISPs. Prices below include VAT at 22%.

Type Of Connection	Set-Up Charge €	Monthly Rental/ €				
		256k	512k	1M	2M	8M
DNA Laajakaista (Uusimaa: Pk-seutu)	78.0	17.4	19.8	23.8	34.0	43.8
Elisa ADSL (Uusimaa: Pk-seutu)	78.0	17.9	19.9	24.9	34.9	44.9
Saunalahti (Uusimaa: Pk-seutu)	78.0	17.9	19.9	24.5	36.0	45.0
Sonera ADSL (Uusimaa: Pk-seutu)	78.0	17.5	19.9	23.9	33.9	43.9

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VoIP

New VoIP service in the UK to challenge Skype and Vonage

The market for VoIP in the UK has recently seen a new entrant offering a very simple service to rival the dominance of Skype and Vonage. The British-based company Switch Call has launched a VoIP service across the UK that provides consumer and SME customers with standard geographic telephone numbers and a free handset. The company also claims that their service can be up and running within 5 minutes, and the marketing drive is focussed on this simplicity. Switch Call is targeting those customers that may have been intimidated by the seemingly complicated VoIP services offered by its competitors – the free handset supplied to customers simply connects to a PC via a USB cable and this plug-and-play approach is likely to do just that. As part of the promotion customers are invited to 'Take the VoIP Challenge', with all services offered with a full-money back guarantee.

Switch Call is using its experience in providing business phone services to model its offering and it aims to include useful services such as voicemail, an incoming call number and email-to-fax, as well as cheap calls. In addition the VoIP service includes the innovative new 'find-me' service as standard, which will route calls to a home number, work number or mobile number, whichever is the most appropriate for the customer at any one time. The service comes with a choice of two telephone handsets – the consumer USB handset, worth £27.99, is included in the activation charge of £24.95, which includes a bundle of services worth £300. The professional Ethernet handset, worth £69.99, is included in the activation charge of £49.99.

Switch Call's new service takes it head-to-head against SkypeOut and Vonage, but is more akin to Vonage's Internet-hosted telephony service as opposed to the peer-to-peer offering of Skype, and is half the price at £5 per month. While the Vonage service offers unlimited calls in the UK for its £10, Switch Call gives 500 minutes of calls to the UK (or a number of other international destinations) and then charges for other UK calls at 1p per minute. Both services offer on-net calls for free. Despite the similarities between these two services, the new Switch Call service also provides an appealing alternative to the other popular VoIP offerings from the likes of BT, Microsoft, AOL and Google, with the simplistic set-up and operation being key.

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General Telecoms

Chinese telecoms tariffs set to change

China will allow telecoms operators to set their own tariff structure starting from the beginning of October 2005. The hope is that the new regulation of tariff structures will boost competition among the nation's carriers. The report issued by the official Xinhua News Agency cited a joint decision by the

Ministry of Information Industry, the telecom industry regulator, and the National Development and Reform Commission, China's top economic planning agency and a price regulator. The only restriction will be a maximum fee per minute, which will be set by the relevant government agencies, the report said. China has four main telecom companies: China Telecom Corp, China Mobile, China Unicom Ltd and China Netcom. The market is expecting a telecom restructuring some time this year. A possible scenario is that the two big fixed-line operators, China Telecom and China Netcom Group, each absorbing one of China Unicom's two cellular networks. The country's two major mobile phone operators are China Mobile and China Unicom. Fixed-line service is dominated by China Telecom in the country's south and China Netcom in the north.

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Mobile

3 UK launches a new Wireless Web service

3 have launched a new service 'Wireless Web' which will be available from mid-September to provide open Internet access for customers with laptops, using their 3 handset as a modem. For customers with a 3 contract, the Wireless Web service provides internet access at a flat rate of £45 per month, under this price plan customers will be able to download up to 512 MegaBytes of data. Other operators offer Data Cards, which provides a similar service, a comparison of the initial costs, monthly rental and data download allowance is shown in the table below. Prices below exclude VAT at 17.5

Operator	Cost of Card (£)	Monthly Rental (£)	Data Download Allowance (MB)	Cost of Extra Data (£ per MB)
3	-	45	512	-
Vodafone	135 FREE	35.25 53	200 Unlimited*	1.18 -
Orange	110	40	400	0.5
T-Mobile	9.99	40	100	-
O2	99.99	40	512	0.75

* Subject to Vodafone's fair usage policy of 1GB of UK usage.

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T-Mobile Croatia introduces new Option Team - a service for small companies

T-Mobile Croatia has launched a new Option Team aimed at small business teams with two to six connections, depending on chosen tariff. The new

Option Team offers additional benefits to the current small business option.

Prices below include VAT at 22%

Calls within the team are free of charge except for a call set-up fee of 0.25kn per call. Each user of the new Option Team can choose a favourite number from the T-Mobile network. Calls to this number are free apart from a call set-up charge . The call set-up charge does not apply to any other calls.

Option Team is available on Tariff 300, 500, 700, 1000 and 1500 options and team members share the whole content of the chosen tariff. Unused free minutes can be rolled over into the next month. Free minutes can be used for all national calls, SMS, MMS and Free surf.

Minimum contract duration for Option Team is either 12 or 24 months.

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SFR France unveils exclusive online subscriptions

SFR France has launched two new subscriptions which are only available online.

The “Forfait Essential Special Web” price plan offers three bundles and prices are inclusive of VAT at 19.6%.

Monthly Rental Contract	Monthly Rental SIM only	Included Hours	Included SMS
€32	€28	2	100
€39	€34	3	100
€47	€41	4	100

The minutes included apply to calls to fixed lines or mobiles in France at any time. In addition, the plans include unlimited calls to three on-net numbers or a bonus of 50% of the included minutes to be used for off-peak calls to other SFR users.

Four different handsets are available with this price plan: the Panasonic VS3, Sagem my-Z5, Sony Ericsson V600i or the Samsung Z140V.

Both plans are available on a 24-month contract.

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