

Magenta



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NETWORK PRICING

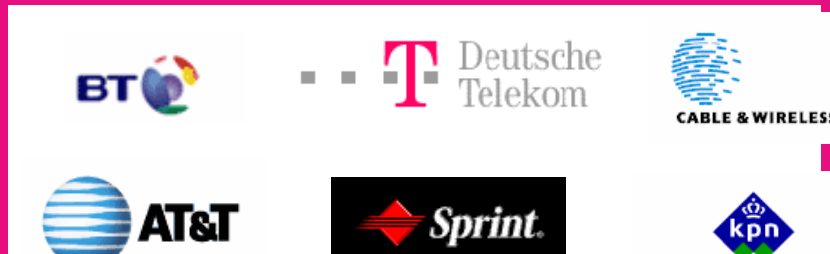
Accurate circuit pricing in over 60 countries from over 80 carriers

Tariff News



Magenta netLogic is a private company which specializes in software solutions for networks. It is based in the UK and growing at 40% per annum.

netVESPA, part of the company's product range, is a complete pricing and quotation tool for successful and efficient sales of telecoms services



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INSIDE THIS ISSUE...**1. NEW TARIFFS AND SERVICES**

Leased Lines: There are no new tariffs included in this release.

Discounts: There are no new discounts included in this release.

2. TARIFF UPDATES

Leased Lines: Austria (PTT), Bahrain (Batelco)Cyprus (CYTA), Germany (DTAG), Gibraltar (Gibtel) , Greece (OTE), Israel (BEZEQ), Malta (Maltacom), Monaco (Monaco Telecom), Oman (Omantel),Saudi Arabia (Saudi Telecom), South Africa (Telkom South Africa), Turkey (Turk Telecom), UAE (Etisalat), UK (BT)

Discounts: There are no discounts updates included in this release

3. TARIFF UPDATES TO COME

Canada (Aliant Telecom), China (China Unicom), Curaçao (UTS), Ecuador (CONATEL), France (France Telecom), Germany (DTAG), India (Bharti), Indonesia (Indosat), Isle of Man (Manx Telecom), Kazakhstan (Kazakhtelecom), Malaysia (TIME dotCom), Mexico (TELMEX), Pakistan (PTCL), Paraguay (COPACO), Philippines (ETPI and Innove Communications), Turkey (Turk Telekom), UK (BT), Uruguay (ANTEL), Uzbekistan (Uzbektelecom), Venezuela (CANTV) and Vietnam (VNPT).

4. TARIFFS VERIFIED AND UNCHANGED

Australia (Telstra), Austria (TA), Belgium (Belgacom), Bulgaria (BTG), Canada (CRTC), China (CT), Croatia (Hrvatski Telecom) , Egypt (Egypt Telecom), Estonia (Elion), Finland (Elisa), France (France Telecom), Germany (Hansenet, NetCologne, Berlikomm), Guernsey (C&W G), Hong Kong (PCCW), Hungary (Matav), India (MNTL) ,Ireland (Eircom), Isle of Man (Manx Telecom), Italy (Telecom Italia), Japan (NTT), Jersey (Jersey Telecom), Kenya (Telkom Kenya), Latvia (LatTelekom) , Lebanon (Lebanese Telecom), Lithuania (Lithuania Telecom), Luxembourg (P&T) Malaysia (Telekom Malaysia), Malta (Maltacom), Morocco (Morocco Telecom), Netherlands (KPN), New Zealand (TNZ), Norway (Telenor), Poland (TPSA), Portugal (PT), Romania (Romania Telecom) Slovakia (Slovak Telekom), Slovenia (Telekom Slovenije), South Africa (Telkom SA), South Korea (Korea Telecom), Spain (Telefónica), Taiwan (Chungwa), Tunisia (Tunisia Telecom), UK (Kingston Communications).

5. SITE DATABASE / GAZETTEER

Greece, India, Indonesia, Philippines, Poland, Sweden

6. COUNTRIES NOT UPDATED

Chile (Entel), Colombia (Telecom Colombia), Finland (Elisa), Hong Kong (PCCW), India (VSNL), Lithuania (Lietuvos Telekomas), Malaysia (Telekom Malaysia) , Norway (Telenor), Sweden (Telia), Switzerland (Swisscom), UK (C&W).

7. MISCELLANEOUS

Exchange Rates: Exchange rates updated 04/04/2005 as per the Financial Times website.

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To Contact:

We are keen to have feedback about Magenta netLogic 'Tariff News'. If you would like to comment on its content or design, please contact us.

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1. NEW TARIFFS AND SERVICES

Leased Lines

There are no new tariffs included in this release.

Discounts

There are no new discounts included in this release.

2. TARIFF UPDATES

Leased Lines

AUSTRIA - [PTT](#)

National leased lines tariff have been updated in netVESPA to include 10% on rental for enhanced service and 75 euro charge for 24/7 callout as quoted by Austria PTT.

BAHRAIN - [BATELCO](#)

Rental charges for national and international leased lines tariffs effective from 1st January 2005 have been updated in netVESPA.

Rental prices for national and international tariffs have decreased. This reduction represents an average of 19% to 27% for national and 5% to 60% for international rates. Please note that the international country zones have been changed from four zones to three zones only.

Batelco has advised that national leased lines installation prices are case-by-case. The rates implemented are classed as budgetary and thus have been marked as such in netVESPA. As for international leased lines there are no installation charges.

CYPRUS - [CYTA](#)

Installation and rental charges for national leased lines tariffs have been updated, effective from 1st April 2005.

The fixed monthly charges remain the same but the variable amounts have decreased by approximately 40%. Installation charges have decreased by 30% for bandwidths 256K to 2M but increased by a similar percentage for bandwidths.34M to 155M.

GERMANY – [DEUTSCHE TELEKOM](#)

DDM-M Pricing update effective from 1st April 2005

Deutsche Telekom has updated prices for DDV-M service with effect from 1st April 2005.

Although installation charges remain unchanged, the rental charges are now provided on a case-by-case. netVESPA has been updated accordingly and pricing results will now show 'case-by-case'.

SFV Pricing Structure effective from 1st April 2005

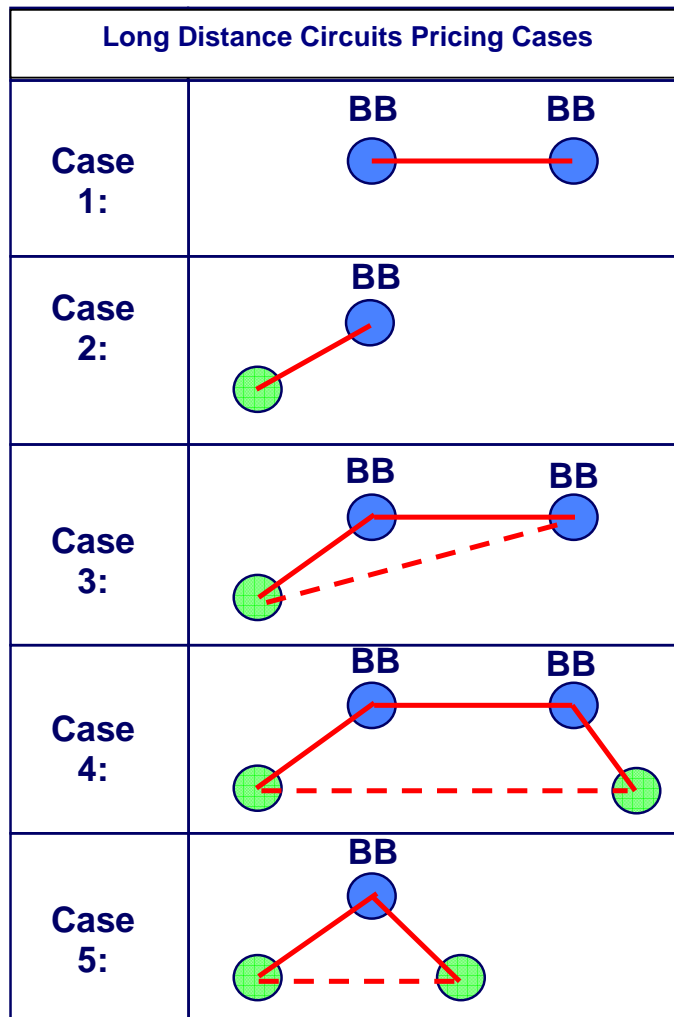
Deutsche Telekom's SFV (Standard Leased Lines) pricing changed on 1st April 2005 after approval from the German regulator. Whereas previously the pricing of SFV circuits was based on zones (Local zone 1, local zone 2 and long distance), distance and tariffs according to city routes (T1, T2, T3), the new pricing method includes drastic changes in the way SFV circuits are now priced as it aims to produce fairer prices to customers by using the Least-Cost or Best-Price calculation method. The major new concepts on which the new pricing is based are:

- *Best-Price Calculation:* The concept of Best-Price Calculation is now applied to all SFV long-distance circuits where the two ends of the circuits are either in two non-backbone local areas or where one end is in a backbone area and the other in a non-backbone area. In these cases the price obtained using the Basis tariff between the two end points is compared with the price obtained using the link and backbone tariffs. The cheapest price is selected.
- *Backbone or non-backbone areas:* Local Areas (ONKZ) are defined as backbone (76 throughout Germany) or non-backbone areas. For Local Zone 2 circuits, the price applied depends on whether the local area where the two ends of the circuits are located is backbone or non backbone. This concept is also applied for long-distance circuits (see below). A non-backbone-local area is assigned to the next/closest backbone area using the shortest distance between the measuring points of the nodes of the local areas.
- *New Tariffs:* For long distance circuits 3 different tariffs are applicable:
 - Basis-Tariff: The Basis-Tariff is used for all local zone 1 SFV circuits and the local zone 2 non backbone local area SFV circuits. Additionally, the Basis tariff is also used for the best price calculation for long-distance SFV.
 - Link-Tariff: applicable for long-distance SFV circuits, where one end is located in a non-backbone local area and the other end is located in the next/closest backbone local area.
 - Backbone-Tariff: applicable for all local zone 2 and long-distance zone SFV circuits, where both ends are either within a backbone-local-area or between two backbone-local-areas.

Depending on where the two ends of a circuit are located, a single tariff or a combination of these tariffs is used to produce the final price for long distance circuits. Five different cases are possible and are illustrated in the table below.

Local circuits are priced as:

- Ortszone 1: both ends of a circuit are within the same AsB
- Ortszone 2: both ends of a circuit are within the same local area but within 2 different AsBs. The distance calculated is from the measuring point of each AsB.



As a result, monthly rental charges for SFV circuits have decreased on average by around 40%. Using a sample pricing all locations in Germany to two end destinations for two speeds (64K and 2M), prices have uniformly decreased from 2% to 70%, forming an average decrease of 37%.

Installation prices for 1 year circuits have remained identical except for 34M and 155M, which have seen a decrease of 5.55% and 64S dual entry at one end and 64S dual entry at both ends, for which the installation charge has increased by 10% and 20% respectively.

Discount schemes for monthly rentals have remained the same.

This new pricing structure has been reproduced in netVESPA so that the appropriate pricing rules are automatically applied in order to return the correct and best price.

The following table displays the new tariff denomination:

New SFV tariff naming in netVESPA
D DT 1.984 Mbps SFV 2MS
D DT 1.984 Mbps SFV T2MS
D DT 2.048 Mbps E1 SFV 2MU
D DT 34 Mbps E3 SFV 34M
D DT 155 Mbps STM-1 SFV155M
D DT 64 Kbps SFV 64S
D DT 128 Kbps SFV 64S2 (2x64K)
D DT 64 Kbps SFV 64U
D DT 64 Kbps SFV S01
D DT 64 Kbps SFV TS01
D DT 128 Kbps SFV S02 (2x64K)
D DT 128 Kbps SFV TS02 (2x64K)
D DT 64 Kbps SFV 64S DualEntry 2 Ends
D DT 64 Kbps SFV 64S DualEntry 1 End

CFV Pricing Structure effective from 1st April 2005

A new pricing structure for CFV (Carrier Leased Lines) also applies since 1st April 2005. Again this new method has led to drastic reduction in prices. In order to be able to reproduce the pricing calculation method accurately, information on transfer nodes is required which is currently not provided by Deutsche Telekom.

As a consequence, the new CFV prices are not included in this release version. The CFV tariffs have been left available in netVESPA but the mention "CEASED 31st March 2005" has been added at the end of the tariff name.

Magenta is currently evaluating alternative methods to implement the new CFV pricing structure.

GIBRALTAR – [GIBTEL](#)

Installation and rental charges for national leased lines tariffs have been updated, effective from 1st September 2004.

This update affects 2M tariffs and above for which the rental charges have increased by 7% to 43% depending on the bandwidth. This increase favours the higher bandwidths as the rate decreases with the higher bandwidths. The installation charge is now a fixed price of £6,000 for bandwidths 2M and above.

GREECE – [OTE](#)

Installation and rental charges for national leased lines tariffs have been updated, effective from 1st January 2005.

Overall rental prices have decreased by an average of 20% to 37% with the biggest cut being reflected on the longer circuits and the higher bandwidths.

Installation charges have decreased by approximately 30%.

ISRAEL – [BEZEQ](#)

Installation and rental charges for national leased lines tariffs (Sifranet) have been updated around December 2004/January 2005 (Exact effective date is being researched).

Rental charges for all speeds have been reduced by an average of 48% to 56%.

Installation charges for bandwidths 384K to 1536K have been reduced by 0.5% to 1.6%.

MALTA - [MALTACOM](#)

Rental charges for national leased lines tariffs (Sifranet) have been updated, effective from 27th September 2004. Tariffs up to 768K have decreased by an average of 18% to 25%; 832K and above have increased by 30% to 85%. Maltacom has advised that whilst these are published rates, they are still classed as Budgetary and thus have been marked as such in netVESPA.
Installation charges remain unchanged.

MONACO – [MONACO TELECOM](#)

Rental charges for national leased lines tariffs (Sifranet) have been updated, effective from 1st January 2005. Rental charges have decreased by approximately 50% and installation charges have decreased by 30%.

OMAN – [OMAN TEL](#)

Rental charges for national and international leased lines tariffs effective from 1st January 2005 have been updated in netVESPA.
National tariffs have decreased by an average of 3.5% to 22% and international tariffs, bandwidths 9.6K to 2M, have decreased by an average of 18% to 52%. Please note that the international country zones have been changed from four zones to three zones only.

NTU pricing has not been implemented for bandwidths above 2M and the tariff excludes tail end rental charges as these are decided on a case-by-case basis.

New international bandwidths are now offered: 4M, 8M, 16M, 34M 45M and 155M. These have been implemented in netVESPA.

Installation prices for both national and international remain unchanged.

SAUDI ARABIA– [SAUDI TELECOM](#)

Rental charges for national and international leased lines tariffs effective from 1st April 2005 have been updated in netVESPA.
National rental tariffs have decreased by an average of 10% to 35% while international tariffs have decreased by an average of 20% to 35%.
Installation prices for both national and international remain unchanged.

SOUTH AFRICA – [TELKOM SOUTH AFRICA](#)

Installation and rental charges for national leased lines tariffs have been updated, effective from 1st January 2005. A 2% increase has been applied to both the rental and installation charges.

TURKEY– [TURK TELEKOM](#)

Installation and rental charges for national leased lines tariffs have been updated, effective from 1st August 2004. Since then the Turkish government has devalued the Turkish lira as a result tariffs required to be updated again with effect from 1st January 2005. This has also been implemented.
The tariffs have increased between 10-30 % for both installation and monthly rental charges. The larger increases are more noticeable when pricing long distance.

UAE – [ETISALAT](#)

Rental charges for national leased lines tariffs effective from 1st January 2005 have been updated in netVESPA. The tariffs have decreased by an average of 4.5% to 5% while installation and international tariffs have remained unchanged.

UK - [BT](#)

PPC Trunk Terminating segment charges for 1M, 2M (including 2M Central London Zone) have been reduced by 4.8% (i.e. from £107.34 to £102.44) and 34M/45M by 5.4% (i.e. from £583.68 to £552.36), effective from 1st April 2005. netVESPA has been appropriately updated.

BT has also introduced a Metro London price for 34M and 45M with effect from 1st July 2005 applicable where a local end is located in the Central London Zone (CLZ). The reduction applies to the local end charges only, representing 42% based on the standard rate, a similar percentage to the 2M CLZ introduction in January. The breakdown of the prices is as follows:-

34M/45M Metro London:
Local end: £2058.40
Main link: £3186.73
Terminating segment: £500.35
Trunk segment: £552.16

Where Metro London price does not apply the standard 34M/45M PPC price applies. netVESPA will be updated for the July release version.

Discounts

There are no discounts updates included in this release

3. TARIFF UPDATES TO COME

CANADA – [CRTC](#)

New tariffs for OC12 have been released by Aliant Telecom. We will advise on the implementation date for these tariffs once scheduled.

CHINA – [CHINA UNICOM](#)

International half circuit tariffs from this carrier have been acquired. We will advise on the implementation date once scheduled.

CURAÇAO – [UTS](#)

We are currently analysing leased lines tariffs from UTS for inclusion in netVESPA. We will advise on the implementation date once scheduled.

ECUADOR – [CONATEL](#)

We are currently researching operators in Ecuador who provide national and international data services. We will advise on the results of our research.

FRANCE – [FRANCE TELECOM](#)

International leased line tariff updates are expected to change. They will be updated once the confirmed rates have been received.

GERMANY – [DEUTSCHE TELEKOM](#)

A new pricing structure for CFV (Carrier Leased Lines) applies since 1st April 2005. In order to be able to reproduce the pricing calculation method accurately, information on transfer nodes is required which is currently not provided by Deutsche Telekom. Magenta is currently evaluating alternative methods to implement the new CFV pricing structure.

INDIA – [BHARTI](#)

Pricing for Bharti Telecoms IPLC and Long Distance National Leased Lines has been acquired from our carrier contact. We will advise on the date of implementation once scheduled.

INDONESIA – [INDOSAT](#)

Tariffs for IPLC circuits to the rest of Asia have changed with effect from 18th February 2004. Prices for all other IPLC country zones are also expected to change imminently. We will schedule these updates when all new pricing has been received from the carrier.

ISLE OF MAN – [MANX TELECOM](#)

Manx Telecom has introduced a special discounted tariff for new customers to this service (existing customers will continue to pay the current rates). The discounted tariff is to be planned for implementation.

KAZAKHSTAN – [KAZAKHTELECOM](#)

We are currently researching data transmission tariffs from Kazakhtelecom for inclusion in netVESPA. We will advise on the implementation date once scheduled.

MALAYSIA – [TIME dotcom](#)

We are currently analysing national leased lines tariffs from TIME dotCom for inclusion in netVESPA. We will advise on the implementation date once scheduled.

MEXICO – [TELMEX](#)

We are currently analysing leased lines tariffs from TELMEX for inclusion in netVESPA. We will advise on the implementation date once scheduled.

PAKISTAN – [PTCL](#)

We are currently analysing data transmission tariffs from PTCL for inclusion in netVESPA. We will advise on the implementation date once scheduled.

PARAGUAY – [COPACO](#)

We are currently analysing leased lines tariffs from COPACO for inclusion in netVESPA. We will advise on the implementation date once scheduled.

PHILIPPINES – [ETPI & INNOVE COMMUNICATIONS](#)

IPLC tariffs have been received from ETPI (Eastern Telecommunications Philippines, Inc.) and we will advise on the date of implementation.

IPLC and domestic leased line tariffs have been received from InnoVe Communications – the data services arm of Globe Telecom. We will advise on the date of implementation.

TURKEY– [TURK TELEKOM](#)

International leased line tariffs price updates have been acquired from Turk Telekom. Their implementation will be completed for next netVESPA release version.

UK - [BT](#)

BT PPC 34M/45M CLZ pricing has been received; this will be implemented in netVESPA in the July release.

URUGUAY – [ANTEL](#)

We are currently analysing leased lines tariffs from ANTEL for inclusion in netVESPA. We will advise on the implementation date once scheduled.

UZBEKISTAN – [UZBEKTELECOM](#)

We are currently researching data transmission tariffs from Uzbek Telecom for inclusion in netVESPA. We will advise on the implementation date once scheduled.

VENEZUELA – [CANTV](#)

We are currently researching leased lines tariffs from CANTV for inclusion in netVESPA. We will advise on the implementation date once scheduled.

VIETNAM – [VNPT](#)

We are currently analysing data transmission tariffs from VNPT for inclusion in netVESPA. We will advise on the implementation date once scheduled.

4. TARIFFS VERIFIED AND UNCHANGED

Country	Carrier	National	International
Australia	Telstra	√	N/A
Austria	Telekom Austria	√	√
Belgium	Belgacom	√	√
Bulgaria	BTG	√	√
Canada	CRTC	√	N/A
China	CT	√	√
Croatia	Hrvatski Telecom	√	√
Estonia	Elion	√	√
Egypt	Telecom Egypt	√	√
Finland	Elisa	√	√
France	France Telecom	√	√
Germany	Hansenet	√	N/A
Germany	Berlikomm	√	N/A
Germany	NetCologne	√	N/A
Guernsey	Cable & Wireless	√	√
Hong Kong	PCCW	√	N/A
Hungary	Matav	√	√
India	MNTL	√	√
Ireland	Eircom	√	√
Isle of Man	MANX	√	√
Italy	Telecom Italia	√	√
Japan	NTT	√	N/A
Jersey	Jersey Telecom	√	√
Kenya	Telkom Kenya	√	√
Latvia	LatTelekom	√	√
Lebanon	Lebanese Telecom	√	√
Lithuania	Lithuania Teelcom	√	√
Luxembourg	P&T	√	√

Country	Carrier	National	International
Malaysia	Telekom Malaysia	√	√
Morocco	Morocco Telecom	√	√
Netherlands	KPN	√	√
New Zealand	TNZ	√	√
Norway	Telenor	√	√
Poland	TPSA	√	N/A
Portugal	PT	√	√
Romania	Romania Telecom	√	√
Slovakia	Slovak Telekom	√	√
Slovenia	Telekom Slovenije	√	√
South Korea	Korea Telecom	√	N/A
Spain	Telefónica	√	√
Taiwan	Chungwa	√	√
Tunisia	Tunisia Telecom	√	√
UK	Kingston Communications	√	N/A

5. SITE DATABASE / GAZETTEER

GREECE

The site database has been enhanced with street granularity in Athens

INDIA

The site database has been enhanced with post codes in Mumbai; also Noida city has been added and alternative name for Ahmadabad has been added to netVESPA.

POLAND

Since our last release 8.2.8 the site database has been enhanced with further street granularity in Warsaw.

INDONESIA

The site database has been enhanced with new cities.

PHILIPPINES

The site database has been enhanced with new sites within Manila Metro and new cities in the provinces.

SWEDEN

The site database has been enhanced with the addition of districts and a review of name spelling. Please note that the spelling method adopted ignores the accents without phonetic translation.

For all the above countries, please relocate your PoPs in netIPT and the customer /destination sites. If importing previously located reports in netVESPA.

6. COUNTRIES NOT UPDATED

CHILE – [ENTEL](#)

Please note that international tariffs from this carrier have not been updated recently. We are currently re-establishing contact in order to obtain up-to-date tariffs.

COLOMBIA – [TELECOM COLOMBIA](#)

Please note that tariffs from this carrier have not been updated recently. We are currently re-establishing contact in order to obtain up-to-date tariffs.

FINLAND – [ELISA](#)

Please note that tariffs for the leased line international service from this carrier are no longer published. Although they remain in netVESPA the mention ‘Budgetary’ has been added to the name and they should only be used as such. We are in regular contact with the carrier and should this change netVESPA will be updated.

HONG-KONG - [PCCW](#)

Please note that international tariffs from this carrier are no longer published. Although they remain in netVESPA the mention ‘Budgetary’ has been added to the name and they should only be used as such. We are in regular contact with the carrier and should this policy change netVESPA will be updated.

INDIA – [VSNL](#)

Please note that tariffs for the leased line international service from this carrier are no longer published. Although they remain in netVESPA the mention ‘Budgetary’ has been added to the name and they should only be used as such. We are in regular contact with the carrier and should this change netVESPA will be updated.

LITHUANIA – [LIETUVOS TELEKOMAS](#)

Please note that tariffs for the leased line international service from this carrier are no longer published. We are in regular contact with the carrier and should this change netVESPA will be updated.

MALAYSIA – [TELEKOM MALAYSIA](#)

Please note that tariffs for the leased line international service from this carrier are no longer published. Although they remain in netVESPA the mention ‘Budgetary’ has been added to the name and they should only be used as such. We are in regular contact with the carrier and should this change netVESPA will be updated.

NORWAY - [TELENOR](#)

Telenor have ceased publication of international leased line prices since 1st October 2003. IPLCs are only available upon request and have therefore been labelled as “budgetary” in netVESPA.

SWEDEN - [TELIA](#)

Please note that tariffs for the leased line international service from this carrier are no longer published. We are in regular contact with the carrier and should this change netVESPA will be updated.

SWITZERLAND - [SWISSCOM](#)

Please note that tariffs from this carrier are no longer published. Although they remain in netVESPA the mention 'Budgetary' has been added to the name and they should only be used as such. We are in regular contact with the carrier and should this change netVESPA will be updated.

UK - [C&W](#)

Please note that National and International Satellite tariffs from this carrier are no longer published. Although they remain in netVESPA the mention 'Budgetary' has been added to the name and they should only be used as such. We are in regular contact with the carrier and should this change netVESPA will be updated.

7. MISCELLANEOUS

Exchange rates

Exchange rates have been updated according to the FT website on 04/04/2005

For your Information...

There is no additional information