

# Magenta



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## NETWORK PRICING

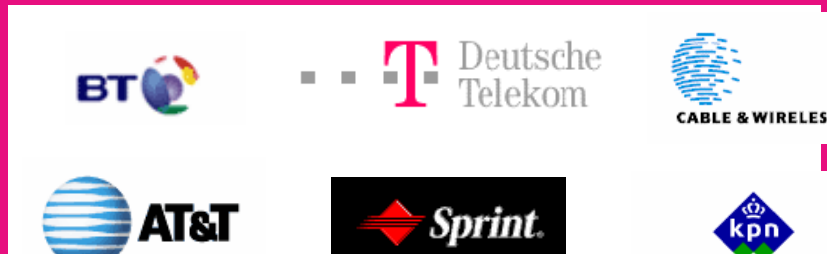
Accurate circuit pricing in over 60 countries from over 80 carriers

## 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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Sales Enquiries: sales@magenta-netlogic.com  
Tel: +44 [0] 161 278 2585 Fax: +44 [0] 161 278 2701

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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.

#### *Tariff Support Team*

Email: [tariffsupport@magenta-netlogic.com](mailto:tariffsupport@magenta-netlogic.com)

#### *Support Desk*

Tel: +44 (0) 7970 787 678

Email: [support@magenta-netLogic.com](mailto:support@magenta-netLogic.com).

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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

#### CZECH REPUBLIC – [CESKY TELECOM](#)

National 34MB pricing has been changed from budgetary to case by case with effect from 1<sup>st</sup> April 2005.

#### DENMARK – [TDC](#)

National leased lines pricing for 64K Point to point effective from 1<sup>st</sup> April 2005 has been updated in netVESPA. Installation and rental pricing have been increased by 12% for circuits within the same or different central exchange up to 100m from the customer site. All other bandwidths and circuits remain unchanged.

#### GERMANY – [DEUTSCHE TELEKOM](#)

##### *CFV Pricing Structure effective from 1st April 2005*

A new pricing structure for Deutsche Telekom's Carrier Leased Lines Service offering (CFV), applies since 1<sup>st</sup> April 2005. The Carrier Leased Lines Service is only offered to licensed carriers and service providers with a valid CFV contract. Charges are payable yearly in advance.

As with the new structure for Standard Leased Lines (SFV), implemented in the previous release version of netVESPA, the new structure for Carrier Leased lines is also based on the Least-Cost or Best-Price 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 CFV long-distance circuits. In these cases the price obtained using the Basis tariff between the two end points is compared with the price obtained using the link-tariffs and backbone tariffs. The cheapest price is selected.
- *Definition of Backbone:* Local Areas (ONKZ) are defined as backbone 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 as described below.
- *Access points to the Backbone network:* a number of access points, called transfer nodes, are used to access the network and are necessary in the calculation of CFV circuits. The list of these access points is currently not available.
- *New Tariffs:* The pricing structure is based on the same elements as other DTAG leased lines services i.e.
  - Local circuits:
    - 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.
  - Long distance circuits: both ends of the circuit are within two different local areas.

There are four different sets of tariffs that support this structure

- Basis-Tariff
- Link-Tariff in backbone
- Link-tariff outside backbone
- Backbone-Tariff.

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.

As a result, monthly rental charges have substantially reduced. Such reductions vary depending on the location of the two ends of the circuits. Using a selected sample of 2M circuits, representative of all possible circuit types, rental decreases range from 0% for zone 1 circuits to 63% for long-distance circuits. The average decrease for the sample is 38%. Price decreases superior to 63% are possible in certain cases.

Installation charges have also benefited from a decrease as follows:

- 27% reduction on the 64K and 128K range of tariffs,
- 3% on the 2M range of tariffs,
- 66% on the 34M, 155M, 622M and 2.5G tariffs,
- 72% on the 16x2M and 21x2M tariffs
- 77% for the 63x2M

This new pricing structure has been reproduced in netVESPA so that the appropriate pricing rules are automatically applied. As indicated above, the location of the transfer nodes is not available from DTAG. Magenta has evaluated alternative methods by using workarounds to calculate distances for some legs of the circuits. As a result, discrepancies may be found in some cases and will vary depending on the exact location of the circuit ends. On average we estimate that most discrepancies will be between 0 and 8km. Magenta is currently working further on this in order to eliminate further these discrepancies.

An additional connection charge is applied from the building to the nearest exchange. The exact location of the building is required to price accurately that leg of the circuit. An estimated length of 2km at each end of the circuits has been applied in order to account for this charge.

The following table displays the new tariff denomination:

| <b>New CFV Tariff naming in netVESPA</b> |
|------------------------------------------|
| D DT 64 Kbps CFV 64S                     |
| D DT 64 Kbps CFV 64U                     |
| D DT 128 Kbps CFV 64S2 (2x64K)           |
| D DT 64 Kbps CFV S01                     |
| D DT 64 Kbps CFV TS01                    |
| D DT 128 Kbps CFV S02 (2x64K)            |
| D DT 128 Kbps CFV TS02 (2x64K)           |
| D DT 1.984 Mbps CFV 2MS                  |
| D DT 2.048 Mbps E1 CFV 2MU               |
| D DT 1.984 Mbps CFV T2MS                 |
| D DT 34 Mbps E3 CFV 34M                  |
| D DT 34 Mbps E3 CFV 16xT2MS (1984K)      |
| D DT 34 Mbps E3 CFV 16x2MU (2048K)       |
| D DT 45 Mbps T3 CFV 21xT2MS (1984K)      |
| D DT 45 Mbps T3 CFV 21x2MU (2048K)       |
| D DT 155 Mbps STM-1 CFV155M              |
| D DT 155 Mbps STM-1 CFV 63xT2MS (1984K)  |
| D DT 155 Mbps STM-1 CFV 63x2MU (2048K)   |
| D DT 622 Mbps STM-4 CFV622M              |
| D DT 2.5 Gbps STM-16 CFV2.5G             |

**Known issues:**

- a) A greater discrepancy applies to pricing in and from Brandenburg and also between Mannheim to Ludwigshafen. Users should bear this in mind if pricing between these sites.
- b) Distance estimate: the distance estimate function will currently not return the correct price for long-distance backbone circuits. Users should bear this in mind if using this function.
- c) Some discrepancies are due to the current site database (TEZ) holding incorrect information. An updated version is required.

Magenta is currently reviewing these issues to implement the appropriate solutions.

**SFV Pricing Structure effective from 1st April 2005**

We are currently verifying the installation price for SFV 64S dual entry at one end and at both ends (Tariffs D DT 64 Kbps SFV 64S DualEntry 2 Ends and D DT 64 Kbps SFV 64S DualEntry 1 End). Until, the price is confirmed, users are advised to check the installation charge with DTAG.

**TURKEY – TURK TELEKOM**

International pricing has been updated with effect from 1<sup>st</sup> August 2004.

The installation charges have reduced by 20% and rental charges by 35-50% overall. For 2M country bands III and IV have reduced by between 16-25%. In addition, some countries have changed bands:

- Greece has moved from country band 1 to 2, representing a 38% decrease for STM1 and 11% to 20% decrease for bandwidths 64K to 2M.
- Iraq, Lebanon & Jordan moved to band 1 from 2, representing a decrease in price of 50% to 55%

Please note that satellite leased lines are no longer offered by Turk Tel.

Please note that as the Turkish government has devalued the Lira in January 2005, this has had an impact on the overall pricing for national leased lines prices. International charges are quoted in SDR currency and thus are unaffected.

**Discounts****UK – BT**

BT Prime Services minimum commitment has been reduced to £30000 per annum, a reduction of 40% from the previous minimum commitment. Meanwhile the discount percentages remain the same unchanged.

**Please note:** BT Prime Service Committed Spend comprises all BT Prime Service rental charges before application of any discounts but excludes Connection Charges and any other call charges.

**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.

**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 18<sup>th</sup> 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.

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**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.

**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 |
|----------------|---------------|----------|---------------|
| Czech Republic | Cesky Telecom | √ *      | N/A           |

\* *Except 34MB, see [section 2](#).*

**5. SITE DATABASE / GAZETTEER****CANADA**

Postcode lookup has been enabled

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## 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 1<sup>st</sup> 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 09/05/2005

**For your Information...**

There is no additional information