

South Eastern Europe
Telecommunications &
Informatics Research Institute
9th km Thessaloniki - Thermi,
570 01, P.O.BOX 60080
Thessaloniki, Greece
[tel] : +30 2310 489386,
[fax] : +30 2310 489387
[www]: www.inatelecom.org
[email] : ina@inatelecom.org
Issue No. 205 Feb 15 2008



Southeast Europe ICT Weekly Update

Workshop



ψηφιακή απάντηση

Digital Awareness & Response to Threats Workshop 22-23 Feb 2008, Thessaloniki

The Digital Awareness & Response to Threats task force of the Hellenic Ministry of Economy and Economics is organising an open Workshop on "Secure Internet for business and the citizen" which will take place in Thessaloniki from 22 to 23 February 2008 in the Thessaloniki Chamber of Commerce and Industry Building at 29, Tsimiski Str.

The Workshop will be conducted in the Greek language and is part of the Digital Greece effort for raising awareness on issues related to electronic security.

For more information please contact INA at: ina@inatelecom.org

Hot Topics

Possible EC investigation for Nokia investment in Romania

The European Commission experts received the file regarding the Nokia investment in the Romanian village of Jucu on Thursday and will decide shortly whether an official investigation is required or not. EC suspects that a deal may be made between Local Council officials, the ones who put up the industrial park, and the Finnish mobile phones producer, for tax and fee cuts in favor of Nokia. Source: HotNews.ro

Turk Telekom to invest USD50m in sales network

Partly state-owned Turk Telekom has announced that it will invest TRY60 million (USD50 million) to revamp its sales network. In particular it plans to rebuild and redesign its 1,800 distribution centres. The Turkish government plans to list the incumbent fixed line operator in an IPO scheduled for May. Source: Telegeography

Mtel gets BGN 150,000 fine

Bulgaria's anti-trust body has imposed a fine of BGN 150,000 on the country's largest mobile operator Mtel in connection with a send-an-sms competition. According to the Commission for the Protection of

Bulgarians, Romanians negative to e-shopping due to security concerns

In connection with the 5th Safer Internet Day¹ on 12 February 2008, Eurostat, the Statistical Office of the European Communities, has presented a selection of statistics concerning internet activities and security concerns. In the survey, consumers in Bulgaria and Romania polled the highest aversion to Internet shopping with only 3% of the population making purchases on line. The percentage of individuals aged 16 to 74 in the EU27 who ordered goods or services over the internet increased from 24% in 2005 to 30% in 2007. The highest proportions of internet shoppers in 2007 were recorded in Denmark (55% in 2006), the Netherlands (55%), Sweden and the United Kingdom (both 53%), aid Eurostat. In 2006, 12% of individuals aged 16 to 74 in the EU27 had not ordered goods or services over the internet in the preceding 12 months because of worries about giving credit card or personal details online. These security and privacy concerns were most common in Spain (27%), Finland (26%) and Cyprus (20%). Internet banking most common in Finland and Estonia In the EU27 internet users, meaning individuals aged 16 to 74 who had used internet in the last three months, increased from 52% of all individuals aged 16 to 74 in 2006 to 57% in 2007. During the same time period, the proportion of internet users who used internet banking grew from 38% to 44%. In 2007, this proportion was highest in Finland (84%), Estonia (83%) and the Netherlands (77%), and lowest in Bulgaria (5%), Romania (7%) and Greece (12%). Source: Dnevnik

MARKET

Montenegro's mobile penetration rate rises to 174.6% Montenegro's mobile phone penetration rate rose to 174.6 percent at the end of January from 169 percent a month earlier, according to the country's telecommunications regulator. The market share of ProMonte fell to 39.65 percent, T-Mobile increased its share to 34.3 percent, and M:tel was up to 26 percent. In comparison to December, the number of mobile telephony users was up 3.5 percent to 1.08 million. Compared to the same period last year, the number of users in January was 67 percent higher. The majority of the mobile telephony users in Montenegro, around 80 percent, are prepaid. A total of 103.4 million SMS messages were registered on Montenegro's mobile networks in January, one third more than in December. Source: Telecom Paper

BUSINESS

Fifteen new operators' eye Croatian telephony market Croatian Minister of Communications Bozidar Kalmeta presented the draft plan of the Croatian Telecommunications Agency in 2008. He announced that 15 new operators were on the waiting list for the operating license for fixed telephony. Kalmeta claimed that so far the competition in the fixed telephony managed to take 15% of the market from T-HT and reduce the prices by 7-33%, depending on the service package. The Croatian Telecommunications Agency predicts that smaller operators could take 20% of the market share by the end of the year, reducing the prices of services by additional 5%. By the end of 2008, the prices of mobile services could drop by 10%. At the moment, there are 104 mobile telephony numbers with 40 fixed lines on 100 people in Croatia and Kalmeta said that, on an average, citizens spent more on telephony than on electricity. Source: Croatia Today

Turkcell plans international acquisitions Turkcell Iletisim Hizmetleri AS, Turkey's, plans to make international acquisitions this year after defending its home market against Vodafone Group Plc, Chief Executive Officer Sureyya Ciliz said in an interview with Bloomberg. Turkcell said in December that it's bidding for a majority stake in Syrian cellular provider Syriatel Mobile Telecom. Turkcell sees 'a lot of potential for growth' in Syria, where only about 25 percent of the population uses mobile phones, and is talking to potential partners there, Ciliz told Bloomberg. The company is also considering investments in other countries, Ciliz said, without naming them. In the past three years, Turkcell lost auctions for cellular units in Saudi Arabia, Greece and Kuwait, and its bid to start a network in Iran was blocked by the Islamic republic's government. Source: Hurriyet

Bulgarian health Insurance fund to migrate into a new software information system Bulgaria's National Health Insurance Fund (NHIF) Monday said all of its regional units will migrate to the first module of its new information system by the end of Feb. The newly adopted software will be used to manage financial resources. The second module will be completed by the end of June. It will encompass financial control, the national registers, regulatory standards and a complaints system. Once the whole system is up and running from Jul 1, the NHIF will require that all GPs, hospitals and medical centers input their feedback electronically. At the moment, 86% of NHIF partners report the necessary data electronically while 60% of the GPs have e-signatures. Source: Dnevnik

Orange Romania and UPC to cooperate Orange Romania, has entered the market of quad-play services through a partnership with UPC, the largest cable TV operator, in a move to counter the offers RCS&RDS and Romtelecom launched together with Cosmote. Through the test-offer Orange and UPC ended on January 31 and launched in Ploiesti, Tul-

Competition (CPC) the promotional game breaches the anti-monopoly law under which prizes cannot exceed considerably the cost of the traded product. The prizes in the competition, which required that a consumer send an SMS, were 88 Volkswagens Polo Trendline. The sanction comes a month after the promotion. Source: Sofia N. Agency

Telekom Slovenije receives 102,000€ fine from B&H

Telekom Slovenije confirmed that it received a EUR 102,000 fine from the Bosnian competition watchdog. The fine was imposed because the telecom company missed the deadline for notifying the Bosnia-Herzegovina competition council of its acquisition of ISP Blic.net. Telekom Slovenije said that it would examine the decision and take action in line with their findings. Source: Slovene Press Agency

Eagle Mobile selects Amdocs for billing suite

Amdocs has announced that Eagle Mobile, Albania's as yet to launch third wireless network operator, has selected its Compact Convergence suite enabling it to introduce innovative value added services to its customers. Eagle Mobile is owned by the Government (24%) and by CT Tel (76%). Source: Telegeography

OTE request information from Siemens for scandal

OTE has sent an extrajudicial notification to Siemens asking from the president of the German company to send to the Greek Telecoms Organization all the information regarding the so called "Siemens scandal" and the aspects where OTE seems to be implicated. Source: Reporter.gr

Moldova prepares for WiMAX

According to WiMAX Day, Moldova's Ministry of Information Development has announced that it is preparing to draft regulations for WiMAX licences. A spokesman said that the government plans to license 2.5 GHz spectrum, and hopes to raise around USD16 million from an auction, which may come as early as August. Source: Telegeography

M-Tel to cut data roaming fees by up to 50%

Bulgarian operator M-Tel is to cut the cost of wireless internet while roaming by up to 50 per cent. The new fees will take effect in April 2008 and will be offered in all Vodafone partner networks in EU and in Turkey. Source: DM Europe

cea, Giurgiu, Suceava, and Focsani users were encouraged to sign up for a triple-play package (telephony, Internet and television) from UPC, and a new mobile telephony subscription from Orange. Each operator offered customers who contracted the services package a 10-euro discount when they subscribed. Source: ZFEnglish

Zapp's new loan Telemobil, operator of the Zapp mobile phone provider, refinanced a \$94 million (EUR 72.3 mln) loan, obtained from a group of Romanian and foreign banks in 2005, through a bank outside Romania. Telemobil will sign a network development agreement in two months, said CEO Chris Bataillard. The new loan will ensure necessary funds for network development, that foresees a 50 percent increase in traffic capacity at 450 MHz, and the launching of the 2,100 MHz third generation phone license obtained in 2006, for which it paid its first annual instalment worth \$4.9 mln (€3.3 mln) of the five it owes through 2012. According to Bataillard, Zapp's main strategy elements are traffic data and a FixTel landline phone network. Source: Business Standard daily

Tele2 Croatia revenues increased In the final quarter last year Tele2 Croatia posted the revenues of EUR 16.6mn, which is by 56% more than in the comparative period in 2006. According to the company's financial statement, EBITDA loss for Q4 last year was worth EUR 8.81mn, down by 27.2% compared to Q4 2006, 'Croatia Today' reports. Tele2 closed the year with 470,000 customers. Tele2 lists the granting of new E-GSM channels and the signing of the new national roaming contract, which comes into force on June 1, as the major events of the years. Source: Croatia Today

Max Telecom uses the Cisco Mobile WiMAX technology Mobile operator Max Telecom has completed the first phase of its WiMAX roll-out in Bulgaria using the Cisco Mobile WiMAX technology. The broadband mobile communications service is initially available in ten cities and two ski resorts across the country. Max Telecom plans to expand coverage to 90 percent of Bulgaria's population by the end of 2009. Max Telecom provides its subscribers with mobile internet access, voice services and virtual private network services over WiMAX. The company also launched mobile television over WiMAX. The service uses Cisco's customer premises equipment, WiMAX base stations and the Cisco Element Management System platform. Cisco also provides the access and aggregation network, connecting the base stations to the core network of Max Telecom. Source: Wireless News

Vodafone Rom to expand on mobile internet Vodafone Romania, the second-largest mobile phone operator in terms of users and turnover, plans to expand its mobile internet user portfolio with a subscription offer for residential and corporate clients, Business Standard daily reports. The new Vodafone Mobile Connect subscription will offer unlimited traffic and speeds of up to 3.6 Mbps for prices starting at €9 a month. From February 16 to April 30 Vodafone's offer includes two new Unlimited Mobile Internet packages with unlimited traffic and four Mobile Internet & Office packages with included traffic. According to Arun Sarin, CEO of Vodafone Group, current data transfer speeds will be insufficient in the coming three years. LTE (Long-Term Evolution - System Architecture Evolution) technology development is imminent. Sarin thinks that an alliance between WiMax and LTE technologies would make things evolve faster. Source: Business Standard daily

TeliaSonera strongly recommends Turkey to use 3G Lars Nyberg, chief executive officer at TeliaSonera AB, Sweden's largest telephone company, said Turkey should introduce high-speed wireless technology, or 3G, "as soon as possible," daily Akşam reported. TeliaSonera, holder of a 37 percent stake in Turkey's biggest mobile phone company Turkcell, wants Turkish customers to benefit from 3G and sees the country as a very important market, the newspaper quoted Nyberg as saying. Source: Turkish Daily News

TeleGroup deals with Motorola TeleGroup and the world leader in field of telecommunications Motorola have signed an exclusive contract (Authorized Business Partner) on business collaboration, which made TeleGroup the only official distributor of this manufacturer in field of wireless broadband equipment and radio stations on the territory of Serbia. After 16 years of absence, company Motorola has realised the potentials and gained security to trust some Serbian company. In that way, TeleGroup Beograd returned to this market. Source: Serbia & Montenegro Today

Official launch of Nokia Romania The Nokia factory in Jucu, Cluj county - Romania officially opened on Monday in the presence of various Finnish companies and local authorities. Nokia Senior Vice President Juha Putkiranta said that Romanian workers at the Nokia plant receive an attractive salary package and hot meals, but refused to comment on other production details. Local authorities say that Romanians working at Nokia receive a salary package between 200 and 300 euro, as compared to a starting salary of about 1500 euro in Western countries. Putkiranta said that Nokia's factory in Romania will produce, among other models, Nokia 1200 destined for the Middle East and Africa. Company officials said the Jucu factory now employs 350 people and the number would grow to 3500 by the end of the year. Source: HotNews.ro

Ericsson Nikola Tesla new deals in Russia Ericsson Nikola Tesla, has continued its activities in the Russian market. In late January new contracts worth nearly HRK 14mn were signed. Outstanding cooperation with the mobile operator MegaFon continues in projects for fixed network. New contracts are worth HRK 14mn. Source: Croatia Today

Thales and Alcatel sign contract for train signalling gear in Bulgaria Thales and Alcatel-Lucent have won a contract worth 36 mln euro to supply Bulgarian State Railways with rail-signalling and telecommunications gear. The equipment is being put in place along a 150 km stretch of track between Plovdiv and Svilengrad, Thales said. The solutions that will be provided by Thales will ensure interoperability between the Bulgarian national railway carrier and its counterparts in the rest of the EU. As part of the upgrade, LED signalling gear will be installed in the country for the first time. The reconstruction and electrification of the Plovdiv-Svilengrad railway track is receiving 153 mln euro from the ISPA program, a 150 mln euro loan from the EBRD and 37 mln euro from the Bulgarian state budget. The tasks completed by the contractor hired for the first phase of the project, Greece's Terna, was inspected and approved last year. Source: Dnevnik



SEE ICT Monitoring Review

Find out more at:

www.inatelecom.org