INTUG

LINK, Johannesburg 1 vii 2004

www.INTUG.net

Ubiquitous networks and services

Ewan Sutherland

Executive Director

International Telecommunications Users Group

ewan@intug.net

CUASA

COMMUNICATIONS USERS ASSOCIATION OF SOUTH AFRICA

University of the Witwatersrand

INTUG content

- about INTUG
- fixed networks
- broadband
- wireless
- ubiquity
- conclusions

what is INTUG?

- members
  - national associations
  - corporations
  - individuals
- activities
  - ITU and WTO
  - OECD
  - APEC TEL, CITEL
    and the European Union

COMMUNICATIONS USERS ASSOCIATION OF SOUTH AFRICA

INTUG our aims

- real and effective competition
- genuine choice for users
- lower prices
- higher quality
- more innovative services
- constructive co-operation with
  - international bodies
  - governments
  - regulators

CUASA
COMMUNICATIONS USERS
ASSOCIATION OF SOUTH AFRICA

INTUG priorities

1. open access to global mobile networks
2. regulatory best practice
3. liberalization
4. universal access
5. broadband
6. leased lines
7. IP telephony
8. numbering

CUASA
COMMUNICATIONS USERS ASSOCIATION OF SOUTH AFRICA

INTUG fixed networks

- sharp decline of voice revenues:
  - cheaper technologies
  - competition
- growth of monthly subscriptions:
  - broadband
  - voice telephony
  - entertainment and services
- competition with cable television networks

INTUG economies of scale

- Korea
  - 11M lines since end of 2002
  - of which 2M are now VDSL (20-50Mbps)
- Japan
  - 15M lines + 400,000 per month
  - JPY 4,000 per month for 45Mbps
- China
  - 11M ADSL at end of 2003 +11M in 2004
  - 2M cable modems
  - 1M BWA 3.5GHz
- India
  - aiming for an initial 10M lines
  - truly massive content industry

INTUG wireless LANs

- offices and campuses
- homes (broadband + Wi-Fi):
  - Internet access
  - telephony
  - video on demand
  - gaming
  - new consumer electronics
- hot spots

INTUG wireless networks

- GSM and CDMA for voice
- CDMA upgraded to data services
  - Japan, Korea & USA $35 per month
  - 300kbits/s to 2Mbits/s
- GSM struggling to upgrade to GPRS/EDGE/3G
  - very little revenue generated
  - expensive handsets
  - data revenue mostly SMS

INTUG handsets

- very strong manufacturing brand names
- fierce competition
- ubiquitous cameras
- further capabilities:
  - Bluetooth?
  - Wi-Fi?
  - DAB/DVB?
- manufacturers need volume
- disappointment of PDA market
  - what lessons from that?

COMMUNICATIONS USERS ASSOCIATION OF SOUTH AFRICA

INTUG mobile content alternatives

- against declining voice revenues, there should be a growth in content and services
- satellite broadcasting
- terrestrial transmissions:
  - Digital Audio Broadcasting
  - Digital Video Broadcasting
- terrestrial broadband plus:
  - Wi-Fi hot spots
  - Wi-Max and Fixed Wireless Access

INTUG fixed-to-mobile rates

- notoriously expensive to call to mobiles with CPP
- heavy regulatory action to reduce the prices, but taken far too long
- looking increasingly expensive compared with VoIP
- too expensive to be included in monthly flat fee subscriptions for triple play

CUASA
COMMUNICATIONS USERS
ASSOCIATION OF SOUTH AFRICA

INTUG classes of telephony

- fixed – on copper and fibre networks
- limited mobility:
  - CMDA/WLL
  - PAS
- mobile – GSM or CDMA
- multi-mode handsets
- “nomadic” VoIP with PDA, laptop or PC plus a few special phones
- unification in service offerings

CUASA
COMMUNICATIONS USERS ASSOCIATION OF SOUTH AFRICA

INTUG financial markets

- have strange and changing views of telecommunications
- hyped the dot.com boom
- favoured mobile over fixed:
  - but now only believe in ARPU
- favoured broadband over long-distance
- always looking for new businesses that:
  - take revenues away from existing operators
  - that generate additional spending by
    - individuals
    - businesses

CUASA
COMMUNICATIONS USERS ASSOCIATION OF SOUTH AFRICA

INTUG conclusions

- financial markets want winners
- so far convergence has only losers
- mobile operators insist they are different/special but still voice+SMS
- fixed operators are once again growing with broadband
- ubiquitous services have real added value for users

CUASA
COMMUNICATIONS USERS
ASSOCIATION OF SOUTH AFRICA

INTUG thank you

Ewan Sutherland

International Telecommunications Users Group

Reyerslaan 80

B-1030 Brussels

Belgium

+32.2.706.8255

ewan@intug.net

http://www.intug.net/ewan.html

CUASA

COMMUNICATIONS USERS ASSOCIATION OF SOUTH AFRICA