#### Paper on:

### Comparison and Critical Comparison of Charges for Roaming (cost based, value based or arbitrary prices)

Final Presentation by Edin Hadžimehmedović

SBWL Vertiefungskurs V – Business Information Systems

Mentoring professor: Prof. Dr. Rony G. Flatscher

Telefon Bill in amount of € 25.000,00!

Fellow citizen from lower Austria after coming back from vacation in Turkey



# Research questions

- 1. How roaming prices are being formatted?
- What pricing strategy is being . pursued?



Roaming – Ability to Use a Mobile Phone Service in a Visited Network

- ➤ Geographical:
  - International
  - National
- ➤ Call/Connection
  - Active
  - Passive

### Market Structure Supply and Demand Conditions

- Supply
  - **➤** Wholesale
  - > Retail
- Demand
  - ➤ Wholesale
  - ➤ Retail

## Composition of Roaming Costs

- Mobile origination (MO)
- Mobile/Fixed termination (MT/FT)
- International Transit (IT)
- Roaming specific costs (RSC)

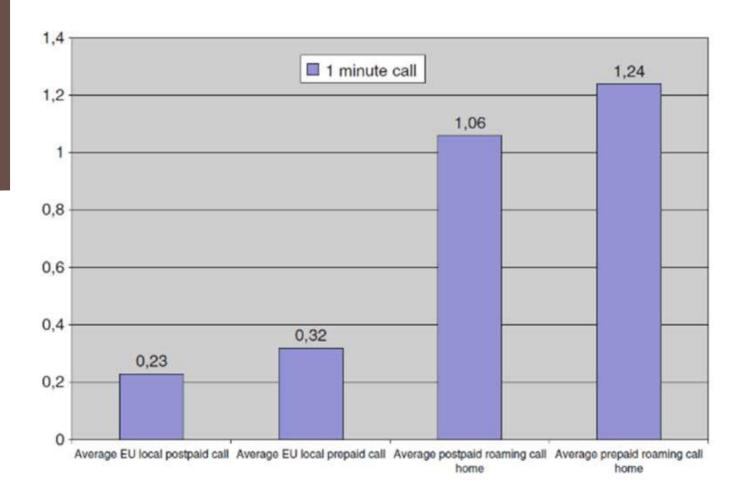
Table 1 Cost estimates of key network functions in international roaming

	/min
Mobile origination/termination	0.114
Fixed termination	0.0125
International transit	0.02
Roaming specific costs	0.02

### Different Scenario Cost Calculation

Table II Roaming costs per scenario (€ per minu		
Scenario	Mobile termination	
0	2*MT	0.20
1a	2*MT + RSC	0.22
1b	2*MT + RSC + 2*IT	0.26
1c	2*MT + 2*RSC + 2*IT	0.28
2a	2*MT + RSC	0.22
2b	2*MT + RSC + IT	0.24
2c	2*MT + 2*RSC + 2*IT	0.28
3a	2*MT + RSC + IT	0.24
3b	2*MT + RSC + 2*IT	0.26
3c	2*MT + RSC + IT	0.24
4	IT + RSC	0.04

EU Average Prices for Local and Roaming Calls (2006)

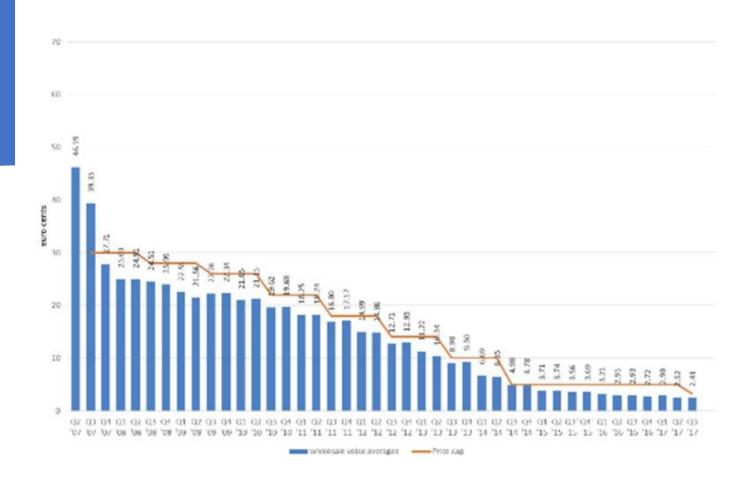


EU Roaming Regulations were imposed in 4 Steps during the time period 2007-2017

The First Step - 2007 Regulation The Third Step - (the 2012 Regulation)

The Second Step - the 2009 amended Regulation The Step four (the 2012 amended Regulation)

#### Result:



### Questions

- What happens in the EU after June 2032?
- Can we expect to have roam like at home worldwide?