



Approval of the Reference Offer for Wholesale Broadband Access

EETT has approved through its Decision No. 437/001/01-06-2007 (Government Gazette 1013/B/21-6-2007), the Broadband Reference Offer (RBO).

The obligation for publication of the Reference Offer for the provision of Wholesale Broadband Access, was one of the regulatory obligations of OTE following the analysis of the said market by EETT (Decision No. 389/51/2006). The particular Decision was the outcome of a process for the definition and analysis of the Wholesale Broadband Access Market as well as the choice of the appropriate regulatory measures according to the European framework on Electronic Communications. Additionally, the above process included several consultations with all bodies of the market while a series of complaints from separate end users, was also taken into consideration.

EETT Decision resulted in important amendments to the Reference Offer that had been submitted by OTE, so that the said document would cover the current needs of the telecommunications market, for the benefit of competition and the end-user.

Through the Offer, specific procedures and time schedules are specified based on which OTE provides Wholesale Broadband Access services to third providers, ensuring their capability to offer services to end users, similar to the ones that OTE provides through its retail operation. It is important to mention at this point that apart from the procedures, mechanisms and quality indicators are also applied for ensuring non-discriminatory treatment of the providers and transparency in procedures, as well as in the terms - conditions for the provision of the services. Through this framework, EETT believes that there will be possibility for greater mobility on investments level from the market players, with immediate results as to the increase of competition, the benefits for the end consumer and finally a further penetration of Broadband services in our country.

One of the main characteristics of the Offer, which is expected to cause immediate results at retail level, is the dramatic

reduction of the obligatory contract period from one year to one month. Although the said Reference Offer is not regulating contractual relations at retail level between providers and the subscribers, EETT considers that the said amendments will trigger a relevant reduction of the obligatory contract term at retail level, thus releasing the subscribers and increasing mobility. The abovementioned regulation, in combination with the one-stop-shop procedure for Broadband Access service migration from one provider to the other, based on a relevant application by the subscriber, is expected to boost competition. An important aspect of the relevant procedure is of course the minimum interruption of services provision to the end user, to the extent that this is possible as to technical point of view.

Furthermore, based on the new procedures, the time within OTE is obliged to offer and support the relevant services (failure reporting) is greatly reduced, while at the same time the payment of penalties to telecommunication providers is also provided in case of non-compliance.

In the text of the Offer, particular importance has been given to the definition of the financial terms that refer to the provision of the Wholesale Broadband Access service, through explicit billing - repayment procedures and resolution of differences on financial issues. Finally, the terms relevant to the provision of letters of guarantee are also set out. All above amendments aim at creating a clear-cut field for the terms governing business activity of the providers and OTE towards the development and expansion of the market.

The new Reference Offer is expected to contribute to the establishment of effective competition in the electronic communication market, setting out the procedures based on which the alternative providers shall receive products of Wholesale Broadband Access by OTE.

Approval of OTE's Reference Interconnection Offer

EETT has approved OTE's 2007 Reference Interconnection Offer (RIO) through Decision No. 437/002/01-06-2007 (Government Gazette 1014/B/21-6-2007).

The particular Decision by EETT refers to wholesale markets for interconnection of public fixed networks (Call origination, Terminating and Transit) and is mainly regulating the relations between the Electronic Communication Providers and OTE in matters of interconnection. In this framework, EETT has made important amendments to the relevant text proposed by OTE, so that the new RIO, that replaces the version of 2003, may cover the current needs of the telecommunication market, for the benefit of competition and the consumer.

The obligation for publication of the RIO is stipulated by EETT Decision No. 406/34/11-10-2006 (Government Gazette 1669/B/18-7-2006) and is one of the most important regulatory obligations of OTE, as the Operator with Significant Power in wholesale interconnection markets. The RIO must include the description of the products/ services offered per item according to the needs of the market, as well as a description of the relevant terms and conditions, including prices, aiming at ensuring non-discriminating treatment of other operators by OTE.

Interconnection between public fixed networks safeguards, among others, the consumers as to the possibility of communicating with the end users of other networks, their access to Carrier Selection/ Pre-Selection services, as well as access to non-geographic numbers