

# PUBLIC NOTICE - TELECOMMS AND ICT PRICES

## TRENDS OF PRICES IN THE BOTSWANA TELECOMMUNICATIONS AND ICT MARKET 2011 – 2014

In line with the Communication Regulatory Authority Act (No 19 of 2012) and pursuant to the BTA Directive No.1 of 2011, BOCRA wishes to share with the public, trends in the prices of telecommunication and Internet services at both wholesale and retail levels. The services referred to in this publication are offered by the 4 major public operators, that is, Botswana Fibre Networks (BoFiNet), Botswana Telecommunications Corporation Limited (BTCL), Mascom Wireless Botswana and Orange Botswana. Trends indicate that prices have been reducing over the 3-year period of 2011 to 2014 especially for data Internet services.

Prices for Value Added Network Services (VANS or ISPs) providers will be issued in the July 2014 publication.

The information is shared with consumers to advise on the state of prices of telecommunication and ICT services as at May 2014. BOCRA shall monitor movements in the ICT prices and will ensure that the end consumer benefits from the falling prices.

## WHOLESALE PRICES

Over the 3 years BOCRA approved the following wholesale tariffs:

- National Leased lines which affect prices of both voice and data services;
- Internet Bandwidth, which affect prices for data services;
- International Private Leased Circuits, which affect prices of carrying telecommunication services across borders; and
- Mobile termination rates, which affect prices of mobile voice calls across mobile network operators (Off-Net Calls)

### WHOLESALE INTERNET BANDWIDTH PRICES PER MONTH (BWP)

The following are sample prices of Wholesale Internet Bandwidth by BTCL and BOFINET:

Table 1(a): BTCL WHOLESALE INTERNET BANDWIDTH PRICES IN BWP

Capacity (Mbps)	2011	2012	2013	2014	%age Reduction Over 3 years
1	14,925.32	8,220.89	5,640.28	3,020.76	80
2	29,716.22	16,279.01	11,168.87	6,030.02	80
5	73,180.78	39,500.61	27,100.99	14,988.86	80
8	113,608.51	61,342.31	42,086.33	23,844.26	79
10	138,479.43	75,166.96	51,571.33	29,690.39	79
20	248,707.23	136,605.05	93,723.39	58,231.47	77
30	351,556.82	201,763.88	138,428.22	86,485.23	75
40	445,771.18	264,791.90	181,671.13	114,164.34	74
50	540,604.22	328,881.23	225,642.18	142,130.77	74
60	629,395.20	386,881.17	265,435.36	169,867.34	73
70	712,413.87	442,467.73	303,572.78	197,374.05	72
80	789,922.16	495,713.65	340,104.22	224,650.90	72
90	862,182.90	546,689.38	375,078.18	251,697.88	71
100	929,429.34	595,463.76	408,541.84	278,515.01	70
155	1,150,773.30	869,478.44	596,540.58	426,353.99	63
200	1,477,445.38	1,067,456.68	732,371.48	536,725.62	64
300	2,216,162.09	1,523,472.57	1,045,239.50	764,862.74	65
500	3,693,607.47	2,220,695.45	1,523,597.26	1,133,981.33	69
600	4,432,330.16	2,586,652.94	1,774,677.10	1,280,326.22	71
620	4,580,076.30	2,633,374.12	1,806,732.02	1,306,377.14	71

Figure 1: BTCL WHOLESALE INTERNET BANDWIDTH

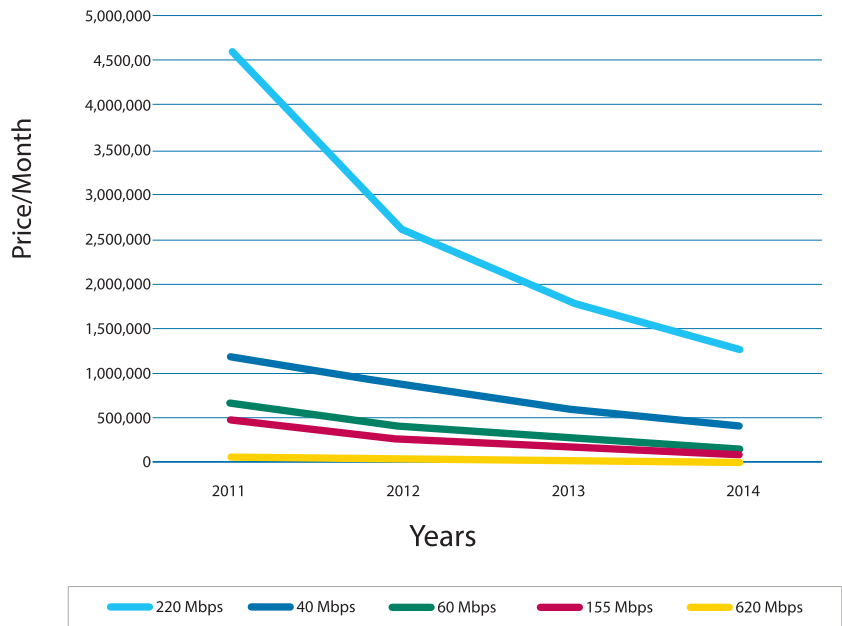


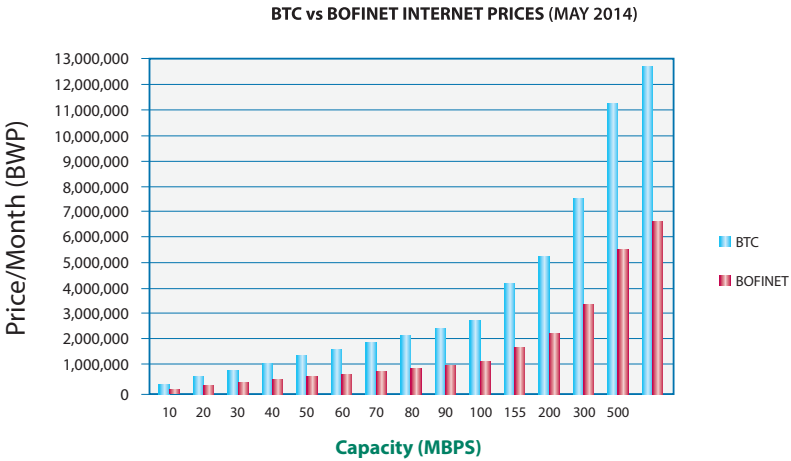
Table 1(b): BOFINET WHOLESALE INTERNET BANDWIDTH PRICES IN BWP

CAPACITY (Mbps)	October 2013	July 2014	% Reduction
10	36,693.00	12,162.00	67
20	73,387.00	24,323.00	67
30	110,080.00	36,485.00	67
40	146,774.00	48,646.00	67
50	183,467.00	60,808.00	67
60	211,960.00	70,435.00	67
70	247,286.00	82,175.00	67
80	282,613.00	93,914.00	67
90	317,940.00	105,653.00	67
100	343,376.00	117,392.00	66
150	515,064.00	174,822.00	66
200	670,751.00	231,829.00	65
300	1,006,126.00	343,943.00	66
500	1,656,874.00	560,570.00	66
600	1,952,911.00	668,884.00	66

Table 1(c): PRICE COMPARISON IN BWP - BTCL AND BOFINET WHOLESALE INTERNET BANDWIDTH

Bandwidth Capacity (Mbps)	BTCL Prices	BOFINET PRICES
10	29,690.39	12,162.00
20	58,231.47	24,323.00
30	86,485.23	36,485.00
40	114,164.34	48,646.00
50	142,130.77	60,808.00
60	169,867.34	70,435.00
70	197,374.05	82,175.00
80	224,650.90	93,914.00
90	251,697.88	105,653.00
100	278,515.01	117,392.00
155	426,353.99	174,822.00
200	536,725.62	231,829.00
300	764,862.74	343,943.00
500	1,133,981.33	560,570.00
600	1,280,326.22	668,884.00

Figure 2: PRICE COMPARISON IN BWP - BTCL AND BOFINET WHOLESALE INTERNET BANDWIDTH



### WHOLESALE LEASED LINE PRICES (BWP)

Table 2 below indicates a sample of wholesale leased line prices calculated based on distance indicated in the table.

Table 2: BTCL WHOLESALE LEASED LINES PRICES PER MONTH

Capacity	Distance (km)	Sampled Distance	2011	2012	2013	2014
2Mbps	0-50	50	9,040	9,040	8,090	8,090
	51-200	51	9,143	9,143	8,193	8,193
	201-400	201	16,091	16,091	15,141	15,141
	more than 400	401	20,157	20,157	19,207	19,207
45Mbps	0-50	50	28,223	28,223	24,670	24,670
	51-200	51	28,692	28,692	25,139	25,139
	201-400	201	55,883	55,883	52,330	52,330
	more than 400	401	70,293	70,293	66,739	66,739
155Mbps	0-50	50	48,071	48,071	42,015	42,015
	51-200	51	48,901	48,901	42,845	42,845
	201-400	201	95,417	95,417	89,361	89,361
	more than 400	401	119,976	119,976	113,920	113,920
310Mbps	0-50	50	57,665	57,665	50,398	50,398
	51-200	51	58,701	58,701	51,434	51,434
	201-400	201	114,540	114,540	107,273	107,273
	more than 400	401	143,810	143,810	136,543	136,543
465Mbps	0-50	50	72,132	72,132	63,048	63,048
	51-200	51	73,352	73,352	64,268	64,268
	201-400	201	143,126	143,126	134,042	134,042
	more than 400	401	179,964	179,964	170,880	170,880
622Mbps	0-50	50	87,285	87,285	76,293	76,293
	51-200	51	88,721	88,721	77,729	77,729
	201-400	201	173,111	173,111	162,119	162,119
	more than 400	401	217,889	217,889	206,897	206,897

**Table 3: BoFiNet Prices (BWP) for Leased Lines per month**

Capacity	Less than 250km		More than 250km	
	2013	2014	2013	2014
2Mbps	239	239	596	596
10Mbps	1,167	1,167	2,914	2,914
45Mbps	5,146	5,146	12,865	12,865
100Mbps	11,212	11,212	28,031	28,031
155Mbps	17,040	17,040	42,600	42,600
310Mbps	20,448	20,448	51,120	51,120
465Mbps	30,672	30,672	63,900	63,900
622Mbps	34,191	34,191	76,927	76,927

## INTERNATIONAL PRIVATE LEASED CIRCUITS (IPLC)

**Table 4: PRICES FOR BOFINET UNPROTECTED IPLC (1 YEAR CONTRACT IN BWP)**

Capacity	2013	2013	2014
	WACS	EASSy	WACS/EASSy
2Mbps	6,646	13,632	3,120
45Mbps	139,941	306,720	69,429
155Mbps	449,004	1,056,480	228,395
622Mbps	1,722,318	4,239,552	862,614

**Table 5: BTCL IPLCS PRICES (1 YEAR CONTRACT IN BWP)**

Capacity	Distance (km)	2011	2012	2013	2014
2Mbps	0-50	26,875	26,875	8,214	8,214
	51-200	27,483	27,483	8,832	8,832
	201-400	34,431	34,431	15,780	15,780
	more than 400	38,497	38,497	24,092	24,092
45Mbps	0-50	99,770	99,770	27,816	27,816
	51-200	102,139	102,139	30,185	30,185
	201-400	129,330	129,330	57,376	57,376
	more than 400	143,739	143,739	87,997	87,997
155Mbps	0-50	159,670	159,670	47,380	47,380
	51-200	163,735	163,735	51,445	51,445
	201-400	210,251	210,251	97,961	97,961
	more than 400	262,602	262,602	150,312	150,312
310Mbps	0-50	283,462	283,462	56,838	56,838
	51-200	288,378	288,378	61,754	61,754
	201-400	344,217	344,217	117,593	117,593
	more than 400	406,683	406,683	180,059	180,059
465Mbps	0-50	406,501	406,501	71,093	71,093
	51-200	412,576	412,576	77,168	77,168
	201-400	482,350	482,350	146,942	146,942
	more than 400	560,876	560,876	225,468	225,468
622Mbps	0-50	450,074	450,074	86,028	86,028
	51-200	457,385	457,385	93,339	93,339
	201-400	541,775	541,775	177,729	177,729
	more than 400	637,119	637,119	273,073	273,073

Note: Data services prices depicted in this publication are only for one year contracts. Operators also offer these products on contracts of up to 3 years. The longer the period/duration of the contract, the lower the price.

## MOBILE TERMINATION RATES

Table 6 below shows the fall in termination rates. Termination rates are prices that one telecommunications operator charges to another for terminating calls on its network. The termination rate affect the pricing of mobile voice calls by consumers.

**Table 6: MOBILE TERMINATION RATES**

Year	2011	2012	2013	2014
Termination rate	P0.453	P0.401	P0.348	P0.295
% reduction	-	-11.5%	-13.2%	-15.2%

## RETAIL PRICES

Reduction in Wholesale prices has led to benefits for consumers in terms of reduced retail prices. BOCRA approved the following Retail prices.

- Corporate Internet Bandwidth offered mainly to institutions
- Mobile Data Services
- Asymmetric Digital Subscriber Lines (ADSL)
- Mobile Voice Calls

**Table 7: BTCL RETAIL CORPORATE INTERNET BANDWIDTH PRICES IN BWP (1 Year Contract with BTCL)**

CAPACITY (Mbps)	2011	2012	2013	2014
1	19,751.25	10,590.19	10,590.19	6,599.89
2	35,115.68	19,744.12	19,744.12	13,069.10
5	82,369.01	45,225.12	45,225.12	31,711.84
8	127,077.77	70,263.24	70,263.24	49,246.72
10	156,943.36	86,124.00	86,124.00	60,345.45
20	281,868.16	156,759.81	156,759.81	109,669.09
30	398,431.04	231,592.97	231,592.97	161,979.81
40	505,207.36	304,022.13	304,022.13	212,579.88
50	612,684.80	377,648.69	377,648.69	299,236.24
60	713,314.56	444,405.15	444,405.15	352,008.13
70	807,402.40	508,438.82	508,438.82	402,584.20
80	895,245.12	569,831.74	569,831.74	451,030.52
90	977,140.64	628,663.45	628,663.45	497,411.37
100	1,053,353.28	685,011.55	685,011.55	541,789.33
155	1,304,209.76	1,001,419.69	1,001,419.69	791,104.59
200	1,674,438.08	1,230,722.46	1,230,722.46	971,237.25
300	n/a	1,758,407.98	1,758,407.98	1,386,148.38
500	n/a	2,571,430.10	2,571,430.10	2,020,524.36
600	n/a	2,997,511.11	2,997,511.11	2,353,494.86
620	n/a	3,052,863.31	3,052,863.31	2,396,004.61

## ADSL PRICES (2011-2014)

**Table 8: RETAIL ADSL PRICES BTCL (BWP)**

Speed (kbps)	2011	2012	2013	2014
Bronze – up to 512	606.93	562.13	547.23	372.59
Silver – up to 1024	746.42	690.98	671.78	489.19
Gold – up to 2048	939.13	844.10	843.93	624.19
Platinum – up to 4096	n/a	n/a	943.00	943.00

## MOBILE INTERNET PREPAID BUNDLES

### Unpackaged Internet Offers

These are charged at Standard Rates shown in table 9(a) below.

**Table 9(a) Mobile Internet pre-paid prices (Outside Bundle)**

Operator	2011	2012	2013	2014
Mascom Wireless	P1.50	P1.50		
Orange Botswana	P0.99	P0.95		
BTCL - BeMobile	--	P0.99		

### Packaged Internet Offers

Operators have various pre-paid packages or bundles that offer their customers lower rates as shown in the tables below. Once a customer exceeds the limit of the bundle they are charged a standard rate, which is slightly higher than the bundle rate. Therefore, customers should shop around and buy packages that suit their needs.

**Table 9(b): 2014 Orange Internet Prices (All my Internet Package)**

Duration	Bundle Capacity	Bundle Price	In Bundle Rate/MB
1 day	150 MB	P20.00	P0.13
1 week	400 MB	P79.00	P0.20
1 month	800 MB	P149.00	P0.19

**Table 9(c): 2014 BTCL Mobile Internet**

Package	Bundle Price	In-bundle Rate/MB
14MB	P10.00	P0.71
30MB	P20.00	P0.67
75MB	P50.00	P0.67
160MB	P100.00	P0.63
350MB	P250.00	P0.71

**Table 9(d): 2014 Mascom Mobile Internet**

Duration	Package	Bundle Price	In-bundle Rate/MB
14 days	14MB	P9.50	P0.68
14 days	30MB	P19.50	P0.65
30 days	70MB	P45.00	P0.64
30 days	130MB	P80.00	P0.62
90 days	250MB	P150.00	P0.60
90 days	500MB	P300.00	P0.60
90 days	1200MB	P600.00	P0.60

## MOBILE VOICE CALLS

**Table 10: 2014 MOBILE VOICE CALL RATES (BWP) –Prepaid services**

Type of Call	2011-2014 Orange	2011-2014 Mascom	2011 Be-Mobile	2014 Be-Mobile
On-net calls (Peak)	1.35	1.35	1.32	1.32
Off-net calls (Peak)	1.65	1.70	1.32	1.32
On-net calls (Off- Peak)	0.875	0.85	1.32	0.60
Off-net calls (Off-Peak)	0.875	0.85	1.32	0.60
On-net SMS	0.25	0.20	0.32	0.32
Off-Net SMS	0.25	0.40	0.32	0.32
SADC SMS	0.50	0.50	0.75	0.75
SMS Rest of the World	1.00	0.50	0.75	0.75

The prices for mobile voice call rates have remained the same since 2011 except for the introduction of off-peak rates by beMobile in May 2014.

Members of the public are advised to contact the respective service providers for further information on the different service offerings.

Consumers are advised to compare rates of the various service providers and make informed choices. BOCRA will continue to engage with service providers to ensure that services become more affordable.

For enquiries kindly contact Mr Aaron Nyelesi at 3685500