

# Poland DSL

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Draft b

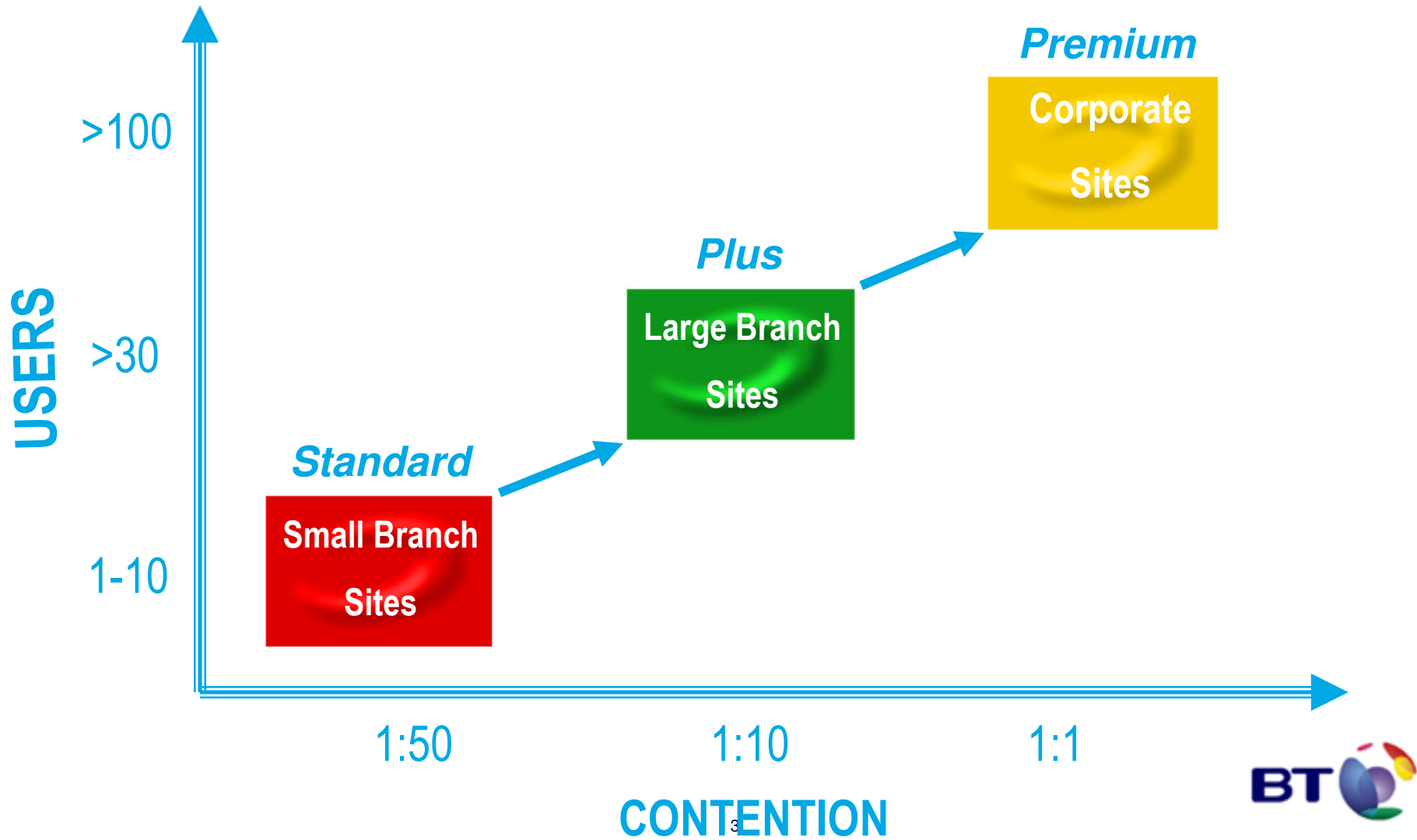


# BT MPLS and DSL

- BT Global MPLS Service is in 90 Countries with 47,000+ ports and 2,000+ Customers and is still growing!
- DSL Access is available Globally in 16 Countries with 8 additional for March 06
- Poland is a key Country for our Customers
- Other CEE Countries Launched are Czech Republic and Hungary



# DSL Target Market



# DSL Access to VPN Drivers

- DSL is now a common requirement for vast majority of customers
- Provides an enabler for the customer to extend their VPN cost effectively
- Replaces existing access solutions such as ISDN Dial-up
  - Provides cheaper 'always-on' bandwidth
- An excellent solution for back-up of leased line access

# Our Requirements on DSL Suppliers

- 90%+ DSL Coverage within the Country
  - Coverage is key!
- Competitive Price Points
  - €30-50 per month for DSL supply at 512kbps/1Mbps
- Ability to supply Local Loop Access as an option
- DSL Availability Checking tools
  - Accurate and in real time
  - Available Online Globally via the WWW to BT Sales/Account teams
- Automated Provision and Repair Interfaces
  - XML interface



# Our Experience in Poland

- Limited number (two) of DSL Suppliers responded to BT RFP in 2005
- DSL Coverage is very limited
  - One Customer hit 3 out of 70 sites for DSL access in main city areas
- Availability Checker is manual
  - Takes days/weeks for AV checks
- Poland is difficult for DSL Access compared to other European and CEE Countries



# REGULATORY SCORECARD

- The **Regulatory Scorecard 2005**, commissioned by ECTA, concludes that across 16 EU countries (including Poland), investment in telecoms has suffered where regulation has failed to tackle dominant companies, whilst countries that have opened their markets to competition by imposing effective regulation have stormed ahead. By measuring the powers and performance of NRAs and the regulatory regimes overall, the Scorecard Report seeks to determine how effectively each of 16 countries promotes investment and competition as at 31st August 2005.



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