

Monthly Newsletter

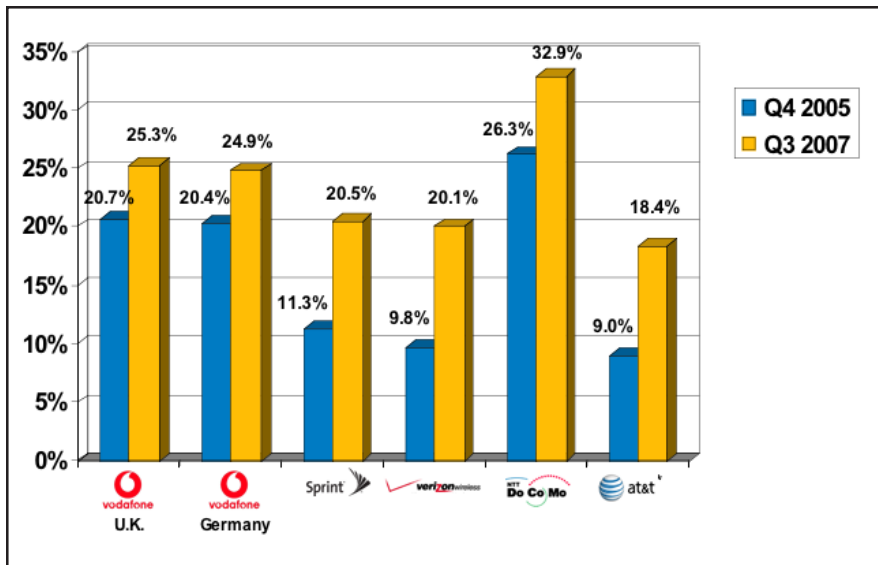
2.5G-4G

Covering 2.5G - 4G Developments Worldwide

Vol. 7 No. 7

July 2008

Data % of Service Revenue



Source - Wireless Intelligence

TOP NEWS

China Mobile inks \$1 billion contract with Alcatel-Lucent

China Mobile, the biggest mobile-phone operator in the world, has inked a \$1 billion deal with Alcatel-Lucent for purchasing a diverse range of 3G (third-generation) and wireless networking equipment. An IDG News report stated that the French telecom equipment vendor has now emerged as the leader in providing 3G technology based on China's indigenous 3G standard TD-SCDMA (time division synchronous code division multiple access). Alcatel Shanghai Bell, the affiliate of Alcatel-lucent, bagged this contract, which entails the provision

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2.5G-4G Newsletter is published by Information Gatekeepers Inc.

320 Washington St., Brighton, Massachusetts 02135, USA; Fax: (617) 782-5735; Editorial telephone: (617) 782-5033; Circulation telephone: (617) 782-5033, (800) 323-1088 (Outside MA); Email: info@igigroup.com; Web: www.igigroup.com

Publisher/Editor: Dr. Paul Polishuk **Editor:** Dr. Hui Pan **Managing Editor:** Bev Wilson

Circulation Mgr: Jaime Perez **Subscription rates:** \$675 per year, US and Canada; \$725 per year elsewhere.

Discounts available for multiple subscriptions and licenses (see back page).

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of transmission/IP routers, core network equipment, and other services. The TD-SCDMA networks would be extensively used during the upcoming 2008 Beijing Olympics in August.

Virgin Mobile USA plans to buy SK Telecom-controlled Helio

According to the Financial Times, Virgin Mobile USA said that it intends to buy the US-based cell-phone joint venture Helio, which is backed by South Korea-based operator SK Telecom. Both parties want to combine their sluggish operations to become a potent force in a maturing market.

According to a source close to the matter, an announcement of this development is likely to be made this month. Via this agreement, Virgin Mobile USA, which was formed in 2002 and listed in the New York Stock Exchange in October 2007, will be able to buy Helio. In return, the company would be issuing new shares, which will enable SK Telecom to win a 20 percent stake in the enlarged business, worth around \$50 million.

SK Telecom has also expressed its willingness to invest some amount in Virgin Mobile USA, which has 5.1 million users. US-based ISP Earthlink is the minority stakeholder in Helio.

Verizon Wireless plans to acquire Alltel

Verizon Wireless has entered into an agreement with Alltel Corporation and Atlantis Holdings LLC, an affiliate of private investment firm TPG Capital and GS Capital Partners, to acquire Alltel Corporation in a cash merger. Verizon Wireless is a joint venture of Verizon Communications and Vodafone. Under the terms of the agreement, Verizon Wireless will acquire the equity of Alltel for approximately \$5.9 billion. Based on Alltel's projected net debt at closing of \$22.2 billion, the aggregate value of the transaction is \$28.1 billion.

The parties are targeting completion of the merger by the end of the year, subject to

obtaining regulatory approvals. Once this transaction closes, customers of both companies will have access to an expanded range of products and services, including a premier lineup of basic and advanced devices and an expanded IN Network calling community.

Nortel dumps WiMAX in favor of 4G

Telecommunications equipment vendor Nortel Networks plans to ditch its WiMAX business in order to focus to 4G (fourth-generation) technology.

The equipment maker has said that it plans to make investments and conduct research and development (R&D) studies on LTE (long-term evolution), which has gotten the backing of several global mobile carriers.

US-based telecom operators Verizon Wireless and AT&T have already announced their plans to use LTE for building their 4G mobile networks. On the same note, the world's biggest mobile operator, Vodafone, is also planning to use LTE for expanding its next-generation network. Nortel, meanwhile, is intending to explore the WiMAX market via an alliance with Alvarion. Currently, Sprint Nextel is the only key US-based operator to use WiMAX.

It has teamed up with Clearwire and other firms like Time Warner Cable, Comcast, and Intel in a \$14 billion JV to construct a countrywide WiMAX network.

CARRIERS

Hungarian cellular service providers add 208,033 users in April

According to national watchdog NHH, Hungary-based cellular service providers Pannon, Vodafone, and T-Mobile added 208,033 users in April, increasing their total to 11.43 million.

The market share of T-Mobile rose from 43.88 percent to 44.20 percent, while Pannon witnessed a decline in its market share to 35.03

percent from 35.29 percent. Vodafone's market share fell to 20.77 percent from 20.83 percent in March. Hungary's mobile penetration rate increased from 111.8 percent in March to 113.9 percent.

Uruguay's mobile penetration rate exceeds 100 percent

According to GSM (Global System for Mobile Communications) association 3G Americas, the mobile-phone penetration rate in Uruguay has gone past the 100 percent mark. The country witnessed the addition of 991,000 new users in the 12 months ending on March 2008.

The total mobile user base of Uruguay has reached 3.5 million, which means that the country has the highest penetration rate in the entire Latin American region. According to TeleGeography's GlobalComms database, state-run Ancel had 39.7 percent market share by the first quarter of this year. It was followed by Movistar and America Claro with 35.5 percent and 24.8 percent, respectively. Meanwhile, the uptake of 3G services in Uruguay remains slow, with just 8,000 users.

EIB grants \$315 million loan to Magyar for expanding its mobile broadband services

According to Internet news portal Portdfolio.hu, Hungarian mobile and landline operator Magyar Telekom (MT) said that it has signed a contract with the European Investment Bank (EIB) for obtaining a long-term loan of \$315.1 million. The telecom operator plans to use the amount for expanding its mobile broadband services and also for other projects. MT plans to upgrade its T-Mobile Hungary cellular network to boost the accessibility and quality of its broadband services in rural parts of Hungary. It is also aiming to expand the coverage of its 3G (third-generation) network under this plan. The EIB awarded the loan via DT International Finance. This loan will mature in 2015 and carries a fixed interest rate.

AKTEL keen to launch 3G services in Bangladesh

Malaysia-based telecom giant Telekom Malaysia and its new ally in AKTEL, NTT DoCoMo, are planning to launch 3G technology in Bangladesh. The Japan-based NTT DoCoMo said that the two firms are looking to improve AKTEL's corporate value by launching 3G services, adding that this would add to the company's consolidated revenues and dividends and enhance its overall competitiveness. DoCoMo recently announced that it would acquire AK Khan and Company's 30 percent holding in AKTEL in a deal worth \$350 million.

This transaction is likely to be completed by the end of 2008. Yusof Anuar Yaacob, CEO of Telekom Malaysia, stated that DoCoMo's enviable expertise in telecom technology and marketing would help to improve its position in the Bangladeshi market. Even industry experts are convinced that DoCoMo's alliance with AKTEL will pose a threat for other companies. They believe that large Bangladeshi operators like Banglalink and Grameenphone are seriously awaiting new technologies like 3G.

21,000 square miles of 3G network for Southern Californians on the go

Verizon Wireless has widened its 3G "fast lane" in Riverside County. The company's BroadbandAccess network now delivers mile after mile of high-speed performance for customers surfing the Internet, emailing large files, and downloading songs or videos over the air, using 3G-capable phones and PC cards. The expansion covers a wide area:

- Southwest county — throughout the communities around Lake Riverside and the Cahuilla Indian Reservation and east toward Anza and north to Thomas Mountain;
- Central county — southeast of the Salton Sea State Recreation Area from Desert Beach and north to Desert Camp, including portions of the Salton Sea; south of Joshua Tree

National Park near Cactus City and east toward Chiriaco Summit, Hayfield and Desert Center; and north from Desert Center to Lake Tamarisk Golf Club and Eagle Mountain;

- East county — southeast of Midland to the Colorado River Indian Reservation and south to Blythe, the Blythe Airport and Ripley.

Verizon says BroadbandAccess offers computer users the nation's most reliable high-speed wireless mobile broadband network, operating at average upload speeds between 500 and 800 kilobits per second, and download speeds between 600Kbps and 1.4 megabits per second over Verizon Wireless' Evolution-Data Optimized (EV-DO) Revision A (Rev. A) network. This means customers with Rev. A-compatible devices can download a 1 Megabyte email attachment — the equivalent of a small PowerPoint presentation or a large PDF file — in about eight seconds and upload the same size file in less than 13 seconds. Today, the company's nationwide wireless broadband network has been enhanced to Rev. A technology.

Telecom holds a live test of its W-CDMA network

Telecom New Zealand has held the first "live test" of the new W-CDMA (wireless code-division multiple access) network, which will be launched in November 2008. Telecom chief executive Paul Reynolds and an Auckland-based student, Michael Moa, made the first live call of the W-CDMA network, which would initially provide third-generation services supporting mobile broadband in Christchurch, Wellington, and Auckland. This network would be expanded with the passage of time. The company's contented dependence on its old CDMA network has led to heavy revenue losses.

Colombia's ETB to unveil WiMAX in 2008

BNamericas reports that Bogotá-based telecom service provider ETB is planning to deploy WiMAX services this year to provide

broadband wireless services in Colombia. The telecom service provider currently provides broadband Internet services in 22 Colombian cities.

ETB's commercial vice president, Isam Hauchar, said that the company will initially unveil WiMAX in cities such as Cali, Barranquilla, and Medellin for providing its customers with high-speed broadband services.

China Unicom to conclude the assessment of its CDMA assets by end of July

Shanghai's Securities News reported that China Unicom is planning to conclude the valuation of its CDMA assets by the end of July. China Unicom has asked its provincial affiliates to gauge the value of its CDMA network, asking them to finish the process by June 25. Meanwhile, China Unicom and China Telecom are intending to assess the value of the CDMA assets by the end of July. Definition of assets remains a huge concern for the company, which explains the reason why it sought the intervention of industrial experts for providing a feasible solution. China Unicom intends to shift around 240 members from its headquarters to China Telecom.

CadComms unveils 3G W-CDMA and becomes the fifth mobile operator of Cambodia

According to the Bangkok Post, Cambodia Advance Communications (CadComms) has unveiled its 3G (third-generation) W-CDMA services under the banner QB (cube). The network attracted 57,000 users on the opening day, mainly due to free SIM offerings and a launch-day concert.

The price for unlimited data for students is \$30 per month, or \$35 for personal use. Although the new network is capable of providing speeds of 7.2Mbps, the existing speed being offered is 1.6Mbps. CadComms has become the fifth mobile operator in Cambodia. But company chief executive officer Morten

Ericksen is confident that the firm will overtake the fourth-ranked service provider within the next couple of weeks.

Alltel Wireless upgrades its CDMA2000 network with EV-DO Rev A technology

Alltel Wireless has said that it is in the process of upgrading its CDMA2000 network to EV-DO Revision A technology. This would lead to an increase in downstream connections speeds to 600kbps-1.4Mbps, from the current speeds of 400kbps-700kbps. Alltel Wireless added that this upgrade to Rev A will also increase average uplink connection speeds to 500kbps-800kbps from the current 50kbps-70kbps.

The cell-phone operator is intending to initially deploy Rev A technology to 18 market areas and several cities like New Orleans, Charlotte, Phoenix, and Tampa. It also plans to expand its current EV-DO network, which encompasses 76 percent of its customers, to cover 82 percent of its users by this year's end.

Verizon Wireless launches wireless broadband network

Verizon Wireless announced that it has expanded the national rollout of its high-speed wireless network to Rapid City and portions of Custer, Meade, Pennington, and Lawrence counties in South Dakota.

The expansion provides high-speed network coverage within Rapid City and east along Interstate 90 to Quinn, including Ellsworth Air Force Base, Box Elder, New Underwood, and Wall. Coverage extends south of Rapid City to Hermosa, southeast to Rapid Valley, west to Colonial Pine Hills, and northwest on I-90 to Spearfish, including the communities of Black Hawk, Whitewood, and Sturgis.

"Rapid City and the surrounding communities represent a vital market with dynamic, tech-savvy business people, residents and students who want to stay connected," said Nancy B. Clark, president of the Great Plains

region for Verizon Wireless. "The launch of our broadband network here provides our customers with access to the very latest wireless technology."

BrT launches converged fixed-mobile solution

Brasil Telecom (BrT) said that it has unveiled a converged fixed-mobile solution named Telefone Unico, which enables subscribers to make calls routed via a Wi-Fi hotspot at landline rates.

Brasil Telecom's director of marketing, Dalton Hayakawa, stated that the company is the first service provider to launch this converged device, which is equipped with Bluetooth technology. Users would be able to include three cellular devices under their Telefone Unico account and would not need to pay any additional rates on national/international roaming when their handsets get hooked into a Wi-Fi network.

AT&T launches 3G broadband wireless in Columbus, Georgia

AT&T Wireless announced that it has unveiled 3G broadband wireless services in Columbus, Georgia, to provide high-speed Internet service to residents and businesses across the region.

The company announced that it has upgraded the existing technology at 40 cell sites across Columbus. AT&T also revealed its decision to add around a dozen new sites in the Columbus/Ft. Benning area in 2008.

Uganda Telecom launches 3G-based Internet service worth millions of euros

Uganda telecom (utl) has announced the launch of an Internet service powered by 3G technology. The 3G modem of the multimillion-euro service would cost \$197.19, with the monthly fee being \$135.53. According to Farouk Kiwala, the business solution manager, this service was the first of its kind in East Africa,

adding that the company would continue to launch newer mobile broadband services to allow Ugandans to enjoy Internet access on the go. He said that the 3G mobile broadband is extremely user-friendly, explaining that the 3G mobile broadband modem does not require any installation.

T-Mobile Germany to launch a LTE pilot project by the end of 2009

According to teltarif.de, the technical director of T-Mobile Germany, Guenther Ottendorfer, has said that LTE (long-term evolution), an advanced level of mobile technology, would be offering speeds of 170/50Mbps. He also stated that the mobile service provider is contemplating upgrading its UMTS/EDGE/HSPA network to LTE, as the speeds supported by the new technology will enable it to provide advanced services including high-quality video. According to Ottendorfer, T-Mobile Germany will initiate a LTE pilot project by the end of 2009 or beginning of 2010.

Orange Switzerland's HSDPA mobile users can watch Euro 2008 in HD quality

Orange Switzerland has come up with a new package under which it would provide unlimited access of Euro 2008 football matches to its mobile users.

The mobile operator will allow its mobile users to access the "Orange World football section," which includes mobile television broadcasts, news, and match schedules, by paying \$7.67. Mobile users paying just \$3.83 would also be able to access the Orange World football section minus the live mobile TV service. Orange LiveTV service would be streamed live through UMTS/HSDPA. The owners of HSDPA phones would be able to enjoy the live matches in high-definition quality.

TusMobil set to unveil its 3G/3.5G network

Slovenia-based mobile service provider TusMobil plans to unveil its 3G/3.5G network a

month after entering into an equipment supply agreement with Nokia Siemens Networks (NSN). Marko Fujs, TusMobil CEO, stated that this would mark one of the speediest deployments of 3G services in the entire world, adding that the firm's customers would be able to access very high speed data on TusMobil's network.

The operator had selected NSN in April 2008 for rolling out 400 UMTS and HSPA base stations and providing a key mobile switching solution. TusMobil had unveiled the country's third cellular network in October 2007 to challenge Mobitel and Si.Mobil.

Celtel Malawi to spend \$90 million for upgrading its network

Celtel Malawi, an affiliate of the Middle East and African (MEA) telecom service provider Zain Group, has announced its decision to invest around \$90 million in the financial year 2008/09 for boosting its network and expanding its coverage to all areas of Malawi.

The service provider intends to use a portion of this amount to reduce the price of its mobile handsets. Celtel Malawi's decision to slash the cost of handsets comes after the government recently announced an initiative to roll out new tax norms.

The government said in the national budget presentation that it planned to abolish a 25 percent excise and customs duty on imported mobile phones. However, it will also introduce a 10 percent domestic excise tax on airtime.

Mobilkom Austria inks contract with Media Broadcast to provide DVB-H-based mobile TV

Mobilkom Austria has entered into a deal with broadcast network player Media Broadcast for marketing its mobile TV services based on the DVB-H standard; the new mobile TV service is supposed to be launched this summer. In February 2008, Media Broadcast had bagged the tender for deploying a DVB-H network along

with Austrian operators One and 3 Austria. Now that Mobilkom has become a part of this consortium, it will be able to provide its A1 Mobile TV services through UMTS and DVB-T, as well as DVB-H. The operator is currently selling DVB-H-based mobile handsets in A1 shops. The details pertaining to the tariff rates of DVB-H mobile TV will be disclosed upon the fulfillment of several organizational and regulatory conditions.

JARING, Celcom launch Malaysia's first mobile Internet service

Malaysian Internet services provider (ISP) JARING Communications has unveiled the country's first cellular Internet service along with mobile operator Celcom.

This will allow the customers of both firms to exchange direct calls. Telephony Service over Internet Protocol enables users to make calls from a TSoIP phone, computer, or even a traditional phone linked to a broadband phone adapter. JARING chief executive, Dr. Mohamed bin Awang Lah, said that the firm has successfully tested the mobile Internet service, thereby paving the way for a commercial launch. He spoke highly about this new service, which enabled users to remain connected through a PC or a mobile phone. Users of the JARING MY015 services are provided with a phone line along with a phone number having a prefix of 0154. Malaysians would be able to use the JARING MY105 service via several devices, including soft phones on PCs and notebooks, cell-phones, and physical IP phones. The allocation of the 0154 81X XXXX numbering block will enable JARING to serve around 100,000 users.

LICENSING & SPECTRUM

Romania's ANRCTI to award license in the 410-425MHz frequency bands

Romanian telecom regulator ANRCTI has released draft terms for awarding a license

in the 410-415/420-425MHz bands. The license winner will construct, own, and run a broadband network for launching broadband services in the country. The criteria for assessing the bid offers will be the company's commercial feasibility, financial position, and specialization with experience and technical feasibility, among others.

The requirements for providing broadband Internet include the expansion of services to at least 55 percent of the county by the end of 2013. Moreover, the license winner will need to provide voice/data transmission at download speed of 128Kbps and also provide PAMR specific services like simultaneous voice and data services, push-to-talk, and dispatching services, among others. Optional services include location, data/IP packages, and virtual private network (VPN) services. The license winner, which will be announced by September 8, will pay EUR 1.077 million (\$1.68 million) as license fee, apart from an annual tariff for using the spectrum.

France Telecom to enter Algeria entry through a buyout or 3G license

France Telecom has said that it plans to enter Algeria in 2008 either by acquiring a private telecom operator or by winning a 3G license. The French telecom service provider has already shown its interest in buying the state-run Algerie Telecom.

However, the Algerian government has constantly delayed the privatization of the company. In 2007, Egypt-based Orascom and Qatari telecom firm Qtel and approached France Telecom for selling their Algerian cell-phone divisions, Nedima and Diezzy. But these discussions, too, failed to materialize. France has said that it will enter the Algerian market only by tying up with a partner.

NCC to conduct auction of 2.5GHz spectrum

According to IDG News Service, the Nigeria Communications Commission (NCC) is

planning to conduct an auction of spectrum in the 2.5GHz band for boosting the broadband penetration rate in the nation. NCC chief executive officer Ernest Ndukwe said that the issuance of licenses in the 2.5GHz spectrum band makes sense as this band is allocated for establishing broadband infrastructure. Currently, the Nigeria Broadcasting Commission (NBC) owns some spectrum in this band. However, NCC said that the spectrum, once released, would be provided to telecom operators. The spectrum could also be used for providing WiMAX services.

Arcep launches consultation paper on issuance of its fourth 3G license

France's telecommunications regulator, Arcep, has unveiled a public consultation on the issuance of its fourth 3G (third-generation) license in the 2.1GHz band. Last year, the French government did not accept an offer from Internet service provider Free, owing to its low bid. It has now directed the regulator to explore other possibilities.

In response, Arcep has offered three options; (1) splitting spectrum into multiple chunks, some of which would be reserved for new players; (2) awarding a single concession to a new market; and (3) selling several lots to any buyers. Interested parties are required to submit their comments by July 18.

Canadian airwaves auction fetches \$3.94 billion

Canadian phone firms have bid a massive \$3.94 billion for wireless spectrum following as many as 111 rounds of a government-backed auction, exceeding the expectations of analysts. According to the Industry Canada agency, offers increased by around \$19.38 million in the latest round, thanks to 35 new bids.

The wireless auction, which had begun on May 27, has reached the final stage. The proceeds of the auction will be used to reduce

the national debt and improve repayments beyond the planned \$2.26 billion for this year. The Canadian government has already allocated 40MHz spectrum for new players. In November 2007, Dvai Ghose, who is an analyst at Genuity Capital Markets, had said that the auction would fetch only \$1.67 billion. Currently, Rogers Communications Inc., Telus Corp., and BCE Inc. account for 94 percent of the mobile-phone users in Canada.

Bulgaria plans to auction its fourth mobile license in July

European Union (EU) newcomer Bulgaria is planning to auction its fourth GSM mobile license on July 29. As many as 12 firms, which include Turkey's mobile service provider Turkcell, have expressed their interest in buying the 20-year license.

The Bulgarian telecom regulator said that the tender would have a base price of around 38 million leva (\$30.25 million). Interestingly, the existing three mobile firms in the country are yet to express their interest in this tender. The mobile penetration rate in the country, which has a population of 7.7 million, is more than 130 percent.

NEW PRODUCTS

Motorola to include recently auctioned LTE spectrum bands in first commercial product release

Motorola Inc. announced that its first commercial release of long-term evolution (LTE) solutions next year will include products for the 700MHz and 2.6GHz spectrum bands to help operators increase coverage and capacity of their networks as they strive to meet the growing demand for mobile broadband services. Both the International Telecommunication Union (ITU) and government regulatory bodies around the world are recognizing the need for more spectrum to support the arrival of wireless broadband technologies. Motorola intends to

meet the needs of its network operator customers by incorporating both current and new frequency bands being considered for LTE into its product roadmap.

The timing for commercialization of products in specific frequency demands will be based upon a combination of general 4G spectrum licensing trends globally as well as individual customer demands.

“We believe deploying LTE in the 700 MHz band is mandatory to meet the needs of wireless carriers in the U.S. market as well as a number of other countries globally,” said Darren McQueen, Motorola vice president, Wireless Broadband Access Technologies. “In addition, there is a clear demand for LTE in 2.6GHz spectrum band to meet the needs of GSM carriers that have already secured the spectrum in the global market.”

NSN conducts field trials of LTE in Berlin

Nokia Siemens Networks is conducting trials of LTE (long-term evolution) and MIMO (multiple-input, multiple-output) technologies in Berlin.

The company, which aims to achieve mobile Internet speeds of 173Mbps, is carrying out the trial in alliance with the Heinrich-Hertz Research Institute. NSN is using an LTE base station using 20MHz spectrum in the 2.6GHz band. Road vehicles powered by LTE terminals are driving within one kilometer radius in order to gauge the base station’s throughput. In 2007, NSN had showcased LTE/MIMO mobile transmission at speeds of 160Mbps.

Mobile leaders to unify the Symbian software platform and set the future

Nokia, Sony Ericsson, Motorola, and NTT DoCoMo announced their intent to unite Symbian OS, S60, UIQ, and MOAP(S) to create one open mobile software platform. Together with AT&T, LG Electronics, Samsung Electronics, STMicroelectronics, Texas Instruments, and Vodafone, they plan to

establish the Symbian Foundation to extend the appeal of this unified software platform. Membership of this nonprofit foundation will be open to all organizations.

This initiative is supported by current shareholders and management of Symbian Limited, who have been actively involved in its development. Plans for the foundation have already received wide support from other industry leaders. To enable the foundation, Nokia announced plans to acquire the remaining shares of Symbian Limited that Nokia does not already own and then contribute the Symbian and S60 software to the foundation.

Alcatel-Lucent UMTS radio access equipment receives compliance certification for Serbia

Alcatel-Lucent announced that after obtaining all the regulatory approvals, its UMTS Terrestrial Radio Access Network equipment has been certified by RATEL, a Serbian regulatory authority. Consequently, this equipment is approved for deployment in future third-generation (3G) networks in Serbia.

This certification demonstrates Alcatel-Lucent’s ongoing commitment to delivering best-in-class advanced wireless communications to the fastest-growing markets.

Alcatel-Lucent supplies its GSM/EDGE solutions to the leading mobile operators in Serbia and the Balkans, including Vip mobile in Serbia, which is part of the mobilkom austria group. Since 2007, Alcatel-Lucent has been mobilkom austria group’s strategic supplier of GSM/EDGE and UMTS/HSPA (high-speed packet access) equipment. Serbia is among the first countries targeted for deployment of this advanced technology.

“The mobile segment is developing rapidly in Serbia, and we are ready to support local service providers in their future move towards 3G to offer advanced mobile data services to their customers,” said Johan Vanderplaetse, president of Alcatel-Lucent’s

activities in CIS and Central and Southern Europe.

MOBILE PHONES

Rogers and RIM launch the UMA-enabled BlackBerry Pearl 8120 smartphone

Rogers Wireless and Research In Motion introduced the new BlackBerry Pearl 8120 smartphone to customers in Canada. The new smartphone supports Rogers Home Calling Zone, a UMA-based service from Rogers that enables customers to make unlimited voice calls over a wireless Internet connection. Rogers is the first carrier in Canada to offer UMA services with its new Rogers Home Calling Zone.

The new service uses the dual-mode Wi-Fi and cellular capabilities of the BlackBerry Pearl 8120 smartphone for both cellular and home calling. Rogers Home Calling Zone works by connecting calls through a voice-optimized wireless router over a high-speed Internet connection when at home and can seamlessly switch to the cellular network when out of range, offering seamless mobility and the ultimate in convenience.

Customers can use the BlackBerry Pearl 8120 smartphone inside and outside the home, making it easier to stay connected how and when they want, while effectively managing their phone costs.

Nokia unveils two new Nokia E-series devices

Nokia introduced the Nokia E71 and Nokia E66, the latest email-optimized devices from the Nokia E-series product range. The Nokia E71 with full QWERTY keyboard and the slide-to-open Nokia E66 easily mobilize a broad range of personal or professional messaging needs, including Microsoft Exchange, the world's most widely adopted corporate email solution.

Both devices are expected to begin shipping in key markets in July. The Nokia E71

and the Nokia E66 are expected to retail at EUR350, before applicable taxes and subsidies.

"The Nokia E71 and Nokia E66 were designed for people who lead a mobile lifestyle and want quick and easy access to their personal and work email.

With both of these devices, we have responded to consumer feedback by making calendar and contacts available at the touch of a button," said Søren Petersen, senior vice president, Devices, Nokia. "Equally important, people want well-crafted devices that are as beautiful to use as they are to behold. Stainless steel was chosen as the core material for these devices, giving them additional strength and a touch of class.

CONTRACTS

Multi-Links inks deal with Nortel for upgrading its CDMA2000 1x WiLL network to Rev A

Multi-Links announced that it has entered into a three-year agreement with Nortel for expanding/upgrading its CDMA2000 1x WiLL network with EV-DO Rev A technology, adding that the initial rollout would take place in the Nigerian city of Lagos. CEO Justin Ramayia revealed that Multi-Links has initiated an aggressive deployment plan wherein it aims to expand its mobile broadband coverage to 80 percent of the Nigerian population by 2011 and 100 percent by 2013.

Following Multi-Links' takeover by Telkom South Africa in 2007, the company's user base has increased to over 1 million from 200,000.

Asiacell and Nokia Siemens Networks sign 2G network-expansion frame contract

Nokia Siemens Networks and Asiacell Communication LCC, the first GSM company in Iraq, will extend their cooperation with a multimillion-dollar frame contract for the Iraqi operator's 2G network expansion. Nokia Siemens Networks will also continue to provide

the local support needed to run Asiacell's operations in Iraq. With the radio network solutions provided by Nokia Siemens Networks, Asiacell will be able to reduce capital and operational expenditures while maintaining the high reliability of its network. Nokia Siemens Networks' local team in the country will be able to provide Asiacell a stable and reliable nationwide support network. Nokia Siemens Networks will provide Asiacell the latest in 2.5G technologies based on the company's Flexi Base Station, which is says is the industry's smallest and most efficient multitechnology base station.

The Flexi Base Station's unique design and architecture enables operators to minimize network deployment and operational costs, and its energy efficiency underpins Nokia Siemens Networks' commitment to environmentally sustainable solutions for radio access networks.

Vinaphone awards GSM deal to Motorola

Motorola has signed deals worth \$28 million with Vietnam Posts and Telecommunications Group (VNPT) for expanding the GSM network of its mobile affiliate, Vinaphone. As per the agreements, the company will deploy over 1,000 cell sites in 12 provinces in Vietnam.

Motorola would supply GSM infrastructure in addition to other services like network optimization/maintenance for improving Vinaphone's network in rural and suburban areas. According to the report, the project is expected to be complete by 2009. In December 2007, Motorola had signed deals for expanding Vinaphone's network in key cities like HCM City and Hanoi.

Celcom expands 3G network coverage with Nokia Siemens Networks

Nokia Siemens Networks has won a contract to expand Celcom's 3G radio and packet core network in Malaysia, delivering to the operator a cost-effective, future-proof

solution that will allow it to improve capacity, coverage, and customer services quickly and efficiently.

Celcom's upgraded network will be based on Nokia Siemens Networks' ultrahigh broadband access network (with the advanced Nokia Siemens Networks HSPA technology). Using Nokia Siemens Networks' modular, lightweight, and future-proof Flexi base stations, Celcom will enjoy quick rollout times, which can significantly reduce power consumption and operational costs. In addition, the operator will be able to offer new services to its customers quickly with Nokia Siemens Networks' unified Packet Core Solution.

Ericsson wins WCDMA/HSDPA contract from Irish operator

Sweden-based telecom equipment vendor Ericsson announced that it has secured a deal with Irish telecom operator Meteor Mobile Communications for providing a WCDMA/HSPA network which includes microwave transmission.

The telecom equipment maker said that this deal will allow the Irish company to launch new services like music downloads, social networks, and video-based content. Ericsson added that the 3G coverage of Meteor is expected to increase from 10 percent to 33 percent by the end of September, reaching key cities like Cork and Dublin. However, the company did not disclose the terms of this agreement.

PARTNERSHIPS

StarHub signs MoU with DoCoMo's to pilot Osaifu-Keitai-based mobile wallet service

Singapore-based telecom operator StarHub is planning to unveil a mobile wallet powered by NTT DoCoMo's Osaifu-Keitai system.

StarHub has inked an MoU with Japanese firm NTT DoCoMo for exploring the

possibility of launching the Osaifu-Keitai-based mobile wallet in Singapore, which is the first country apart from Japan to start an official study of this service. NTT DoCoMo had unveiled Osaifu-Keitai ("mobile wallet" in Japanese) in July 2004. This service makes use of contactless technology for enabling mobile payment/transaction services. StarHub had carried out an NFC trial with EZ-Link involving 1,000 participants, which could use NFC phones to pay for public transport and other services. Being a contactless chip, the EZ-Link purse can transact payments at more than 20,000 readers/terminals on the nation's public transport network, as well as retail locations like McDonald's restaurants.

MERGERS AND ACQUISITIONS

Telefonica looking to buy 10 percent stake in China Unicom

The Financial Times reported on its Web site that Telefonica SA (TEF) is keen to acquire a 10 percent stake in China Unicom Ltd. after the revamping of the Chinese telecommunications industry. The report stated that Telefonica currently owns a 5 percent stake in China Netcom Group Corp., which is also its strategic ally. Its stake in China Netcom is likely to rise to 7.2 percent. China Unicom is slated to buy China Netcom later on this year. Despite the fact that Telefonica's stake in the enlarged entity will be reduced to 3 percent, the Spanish company is in a fairly good position to pursue a strategic alliance with China Unicom.

Datang to sell its stake in T3G Technology

Xinhua news agency reports that Datang Mobile Communications Equipment has decided to withdraw from the joint venture T3G Technology, which provides mobile-phone chips based on the TD-SCDMA standard. T3G was established in 2003 by NXP Semiconductors (42.7 percent stake), Samsung (16.912 percent), and Motorola (32.11 percent).

According to the Beijing Equity exchange, the company is intending to sell its 32.11 percent stake in T3G. Market reports suggest that STMicroelectronics is the likely candidate to acquire Datang Mobile's stake in T3G, which posted just \$187,565 in revenues and suffered a loss of \$17.05 million in the first half of this year.

China Telecom to buy Unicom's CDMA business for more than \$5 billion

According to the South China Morning Post, China Telecommunications Group is set to announce the buyout of the CDMA operations of China Unicom Group for more than \$14.42 billion. The buyout includes more than \$8.65 billion for the network of China United Telecommunications Group, the parent group of Unicom. The newspaper said that this development is indicative of China telecom's intention to commence a mobile business. Chinese media had previously stated that Unicom was planning to raise \$17.30 billion for its CDMA business.

Japan's DoCoMo acquires 30 percent of Aktel for \$50 million

Japanese mobile service provider NTT DoCoMo announced that it has decided to acquire a 30 percent holding in TM International Bangladesh, which provides telecom services under the brand "Aktel." The Japan-based mobile operator will buy all shares of the Bangladeshi company owned by A.K. Khan for around \$350 million. DoCoMo had recently made investments in Malaysia-based U-Mobile, also expressing interest for the Philippines-based PLDT. This deal is likely to be closed by this year's end.

Verizon Communications CEO keen to acquire Vodafone's 45 percent stake in Verizon Wireless

Ivan Seidenberg, the CEO of Verizon Communications, stated that he is interested in

acquiring the 45 percent stake in Verizon Wireless owned by Vodafone Group Plc, according to the Financial Times.

The newspaper said that Seidenberg wishes to have all the earnings of the US-based cellular-phone operations. Mr. Seidenberg admitted that Vodafone was unlikely to sell its stake in the near future, adding that Vittorio Colao would be the new chief executive at Vodafone in July.

China Telecom talking with foreign companies to fund its acquisition of China Unicom's CDMA operations

China Telecom said that it is holding talks with foreign investors for funding its plan of acquiring China Unicom's CDMA business, according to an AFP report. China Telecom's chairman, Wang Xiaochu, said that around four or five firms have shown some interest in the offer.

The report added that the potential partners include South Korea-based SK Telecom, Singapore Telecom, and CDMA technology pioneer Qualcomm. China Telecom had recently announced its decision to acquire the CDMA assets of China Unicom. But the company apparently has to pay nearly \$16 billion for the acquisition.

UTStarcom plans to sell its MSBU

UTStarcom Inc. is contemplating selling its Mobile Solutions Business Unit (MSBU) while retaining its Little Smart business. Industry experts said that the reorganization in the telecom industry is likely to revive the struggling Little Smart business since China Telecom will complete an upgrade of the national-roaming Little Smart network.

UTStarcom's mobile business comprises IPCDMA (Internet Protocol code division multiple access) and will be taken over by private equity company OpenGate Capital. UTStarcom said that the MSBU will be known as Star Solutions.

According to Peter Blackmore, UTStarcom's CEO, this sale forms part of the company's strategy to capitalize on exciting opportunities in IP technologies like broadband and next-generation broadband. Meanwhile, UTStarcom China is maintaining its vigilance on the demand of its Little Smart business.

BUSINESS

Wana unveils nationwide mobile roaming services

According to Telecompaper, Morocco-based CDMA operator Wana has launched countrywide mobile roaming services. The operator had launched limited mobility services as well as fixed-wireless CDMA services in February 2007, and has already signed up more than 1.1 million customers.

The telecom operator, which currently holds a 3G license, is offering about 20 cellular handsets made by handset manufactures such as Samsung, Nokia, Motorola, and LG. Wana's overseas roaming services would be made available in more than 200 nations through an arrangement with Vodafone Group. The CDMA player hopes to pose a threat to the country's GSM cellular service providers Maroc Telecom and Meditel through its competitive voice tariff of \$0.004 per minute to mobile and landline numbers.

Mobile 3.0 broadcasts to mobile with German television launch

Germany's Mobile 3.0 is offering high-quality broadcasts of television and radio channels to users on the move, having launched a test service based on a mobile television solution from Nokia Siemens Networks.

The service, initially available in four German cities — Hamburg, Hanover, Frankfurt, and Munich — includes nine TV channels (ARD, ZDF, Deutschland 24, RTL, VOX, SAT 1, Pro 7, N-TV, and N24) and three radio stations (bigMUSIC, MyFun Radio, and 90elf). It will help

gather information on actual demand, expected consumption patterns, coverage, and reception conditions in order to fine-tune the broadcasts and identify commercial services to be launched in the future, once Mobile 3.0 receives all the remaining licenses. During the test, Nokia Siemens Networks is fully hosting, operating, and integrating its mobile TV solution, which is based on the Digital Video Broadcasting for Handheld (DVB-H) standard. The platform processes the content and provides the data stream to the broadcast network operator, while Nokia is supplying the end-user terminals.

Nokia simplifies mobile advertising with launch of Nokia Advertising Alliance

Nokia announced the launch of the Nokia Advertising Alliance, which will simplify mobile advertising for brand advertisers. The program brings together leading mobile marketing solutions, including couponing, location-based targeting, image recognition, and other emerging technologies, to offer advertisers a simple way to increase consumer engagement. Now brands can work with Nokia to combine the reach of mobile advertising on the Nokia Media Network with the latest mobile technologies for more-effective campaigns.

"Mobile is maturing into an effective advertising medium, however, the fragmentation of certain technologies makes it hard for some programs to scale," said Brian Bos, senior vice president, convergence director at MindShare-Team Detroit. "We applaud Nokia's efforts to streamline this evolving market and make it easier to manage our clients' mobile advertising investment."

ZTE believes that LTE will beat WiMAX and UMB to become the mainstream 4G technology

According to Chinese telecom equipment vendor ZTE, long-term evolution (LTE) will become the mainstream technology for 4G (fourth-generation) technology by beating other

technologies like ultramobile broadband (UMB) and WiMAX. LTE is the fourth-generation standard for W-CDMA and GSM networks. Shen Donglin, VP of wireless technology at ZTE USA, stated that even CDMA players would prefer LTE over UMB technology owing to economies of scale. Mr. Shen quoted the example of China Telecom, which has dumped UMB to focus on LTE. China Telecom Chairman Wang Xiaochu has said that the firm would upgrade the CDMA network to EV-DO Rev A and then migrate it to LTE. Other wireless carriers like Verizon Wireless are also planning to trial LTE in 2009. Shen remains optimistic about the future of WiMAX technology, as it is vendor-driven.

MARKET INTELLIGENCE

Europeans are increasingly shunning landlines for mobile phones

According to a recent European Union survey, Europeans are steadily switching off their landline phones for mobile phones. The survey, which was conducted in November-December 2007, revealed that around 24 percent of European homes have shunned their landline connections for cell-phones, an increase of 2 percent. Finland, the Czech Republic, and Lithuania had the least number of fixed lines across the 27-member European Union. The survey also found out that around 22 percent of Europeans are using their PCs for phone chatting and phone calls through programs like Skype. Lithuania had highest number of homes with Internet phone services (61 percent). Latvia came next, followed by the Czech Republic and Poland. Around 50 percent of Europe-based homes have access to Internet connections, with 36 percent of households accessing high-speed broadband services.

iPhone's market share falls to 19.2 percent in Q1

Research company IDC has said that Apple Inc.'s iPhone had nearly 19.2 percent

market share in the smart-phone category in the US by the first quarter of 2008. In comparison, iPhone accounted for 26.7 percent of the sales of smart-phones in Q4 of 2007. RIM's (Research In Motion's) BlackBerry did well in Q1, grabbing 44.5 percent market share. According to IDC analyst Ramon Llamas, BlackBerry has now started to find acceptance beyond professionals. Similarly, Palm Inc. also increased its market share to 13.4 percent in Q1, 2008 from 7.9 percent in Q4 of 2007. Palm was followed by Samsung Electronics, which increased its market share from 5.1 percent in Q4 2007 to 8.6 percent in Q1 2008. iPhone maker Apple claims that it has sold 7 million iPhones globally in Q1.

Vietnam's mobile subscriber gets closer to 50 million mark

The number of mobile users who have subscribed to Vietnam's four cellular service providers has exceeded 48 million and is likely to reach 50 million soon, according to the Ministry of Information and Communications (MIC). Around 90 percent of the total subscribers are

prepaid users. The biggest mobile operator in terms of subscribers is Viettel (19.42 million subscribers). MobiFone comes next with 13.4 million users, while VinaPhone and S-Fone have 12.1 million, and 3.14 million mobile users, respectively.

China's cellular user base increases to 592 million in May 2008

The cell-phone user base of China reached 592 million by the end of May 2008, accounting for nearly 50 percent of its population of 1.3 billion. The Ministry of Industry and Information Technology stated that the mobile user base increased by 44.8 million during the first five months of 2008, attributing this growth to the mobile operators' decision to slash tariff rates. The landline user base declined by 6.5 million to 358 million. The Chinese telecom sector posted revenues of \$48 billion during the first five months, representing a year-on-year increase of 9.6 percent. On the other hand, fixed-access investment in the telecom industry increased 2.7 percent to \$11 billion.

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