

INTUG

Meeting with Commissioner Kroes
Brussels, 22 June 2010 www.INTUG.org

Business Users and the European Digital Agenda

INTUG Links in all Continents

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INTUG Basic Principles

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- Single Market supporting single ICT Strategies for businesses
- Consider business user needs in regulation at national and at EU level
- Separate business market analyses, and not just at national level

INTUG EU Competition Concerns

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- Neither current regulation nor ex-post fines have impacted incumbent dominance
- Incumbents are considerably more profitable than their rivals and are gaining market share
- Expensive next generation fibre networks cannot be profitably duplicated generally
- Infrastructure competition does not produce international competition
- Sub-national deregulation can destroy national service competition

There is not enough EU-wide competition

INTUG International Mobile Needs

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- Coherent harmonised spectrum policy and processes across EU
- Continued reduction/elimination of roaming charges and termination rates
- Removal of obstacles to creating single EU-wide mobile strategies/contracts

This is needed for the convergence
Required for mobile/flexible working

INTUG Barriers to a Single Market

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- International Freephone non-existence
- VoIP/SIP Trunking inconsistency
- Privacy

Just some examples of how the single market is not working in electronic communications

Harmonization is key

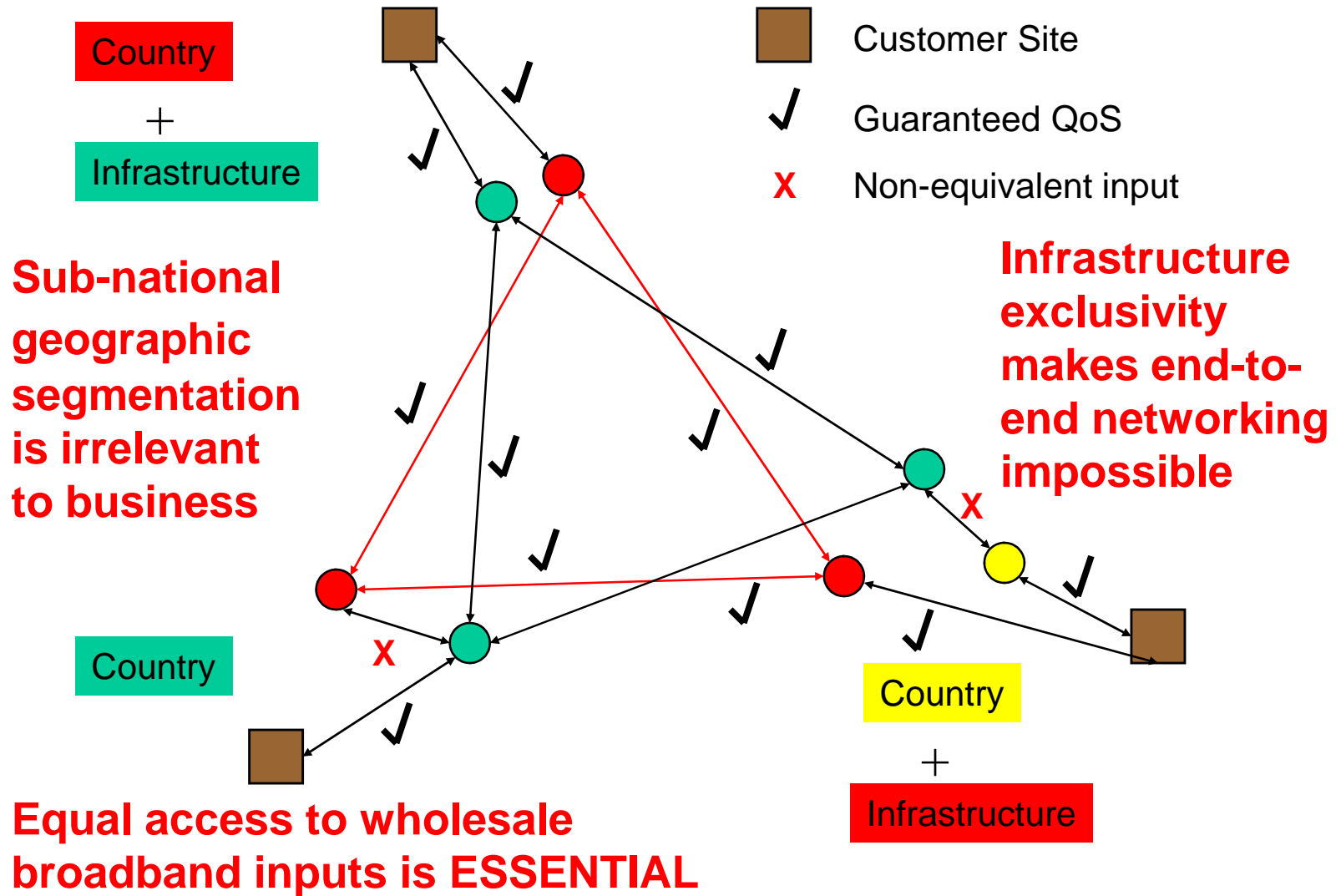
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INTUG Fragmented Patchwork

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INTUG Business User Needs - 1

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- Market Globalisation
 - **seamless international services**
- Supply Chain Collaboration
 - **balanced interoperability**
- On-line Business Processes
 - **universal access, service quality**
- Mobile/Flexible working
 - **fixed/mobile convergence**
- Government Trans-Sector Strategy
 - **shared data, public procurement**

INTUG Business User Needs - 2

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- Cloud Computing/SaaS/Smart Grids
 - **very high speed open access, resilience**
- Outsourcing/System Integration
 - **network neutrality, industry networks**
- New Technology (Gbps fixed and mobile)
 - **access, backhaul, core independence**
- Internet Society
 - **universal citizen access rights, quality**
- Layered Contract Internationalisation
 - **pan-European licensing/approval**