Business Users and the European Digital Agenda
INTUG Links in all Continents
INTUG Basic Principles

- 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
EU Competition Concerns

- 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.
International Mobile Needs

- 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

- 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
Business Users and the European Digital Agenda
Sub-national geographic segmentation is irrelevant to business.

Equal access to wholesale broadband inputs is ESSENTIAL.

Infrastructure exclusivity makes end-to-end networking impossible.

Guaranteed QoS
Non-equivalent input

Country
Infrastructure

Customer Site
INTEGRATED BUSINESS USER NEEDS - 1

- 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
• 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