

Who are we?

awareness

- Launched in December 2004
- Create awareness and motivate participation by SMME's
- Input cannot be based solely on abstract legal analysis as this fails to take into account the real world implications
- Provide technical input for legislative and regulatory matters

- Website <http://www.aware.co.za/>

- SMME's can now also afford to be online and enjoy the accompanied benefits
- SMME's can compete more efficiently
- Access to knowledge is the key to success
- Stimulate growth within the ICT sector through better business to business interaction
- Cheaper communications

- **Not available everywhere**
- **Access to higher volume cumbersome**
- **No fixed IP**
- **Line rental is high and you require a POTS connection**
- **Cannot be used as an alternative to Diginet.**

- **ADSL**

Telkom does not guarantee any throughput speeds on an ADSL access line.

- **Diginet**

Although Telkom guarantees the Diginet throughput speed it does not guarantee any throughput speeds of the Internet.

Broadband Alternatives

awareness

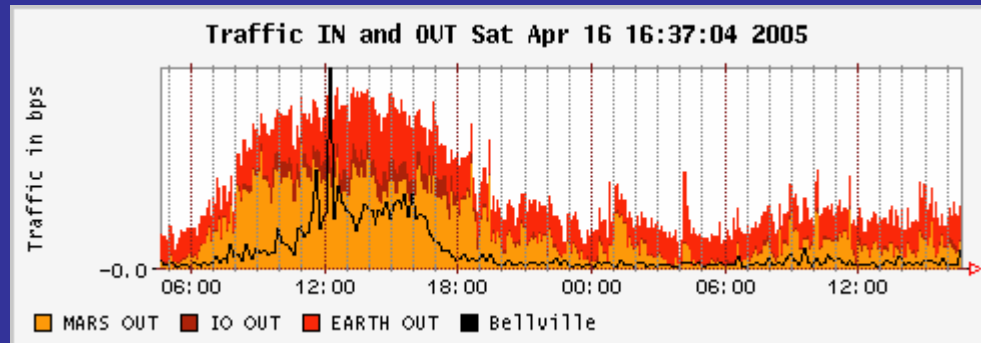
	DIGINET	ADSL
Speed	512 / 512kbs	512 / 256kbs
Int. Speed	128 / 128kbs	512 / 256kbs
IP Address	Fixed	Dynamic
Int. Volume	40GB	3GB
Local Volume	160GB	160GB
Line Rental	R1 992	R699
Bandwidth Cost	R30 000	R3 040 @ 40gb

From a user point of view ADSL and Diginet are indistinguishable from each other.

- ADSL not available everywhere
- Telkom do not allow a fixed IP

Yet Diginet, the older technology costs 10 times more!

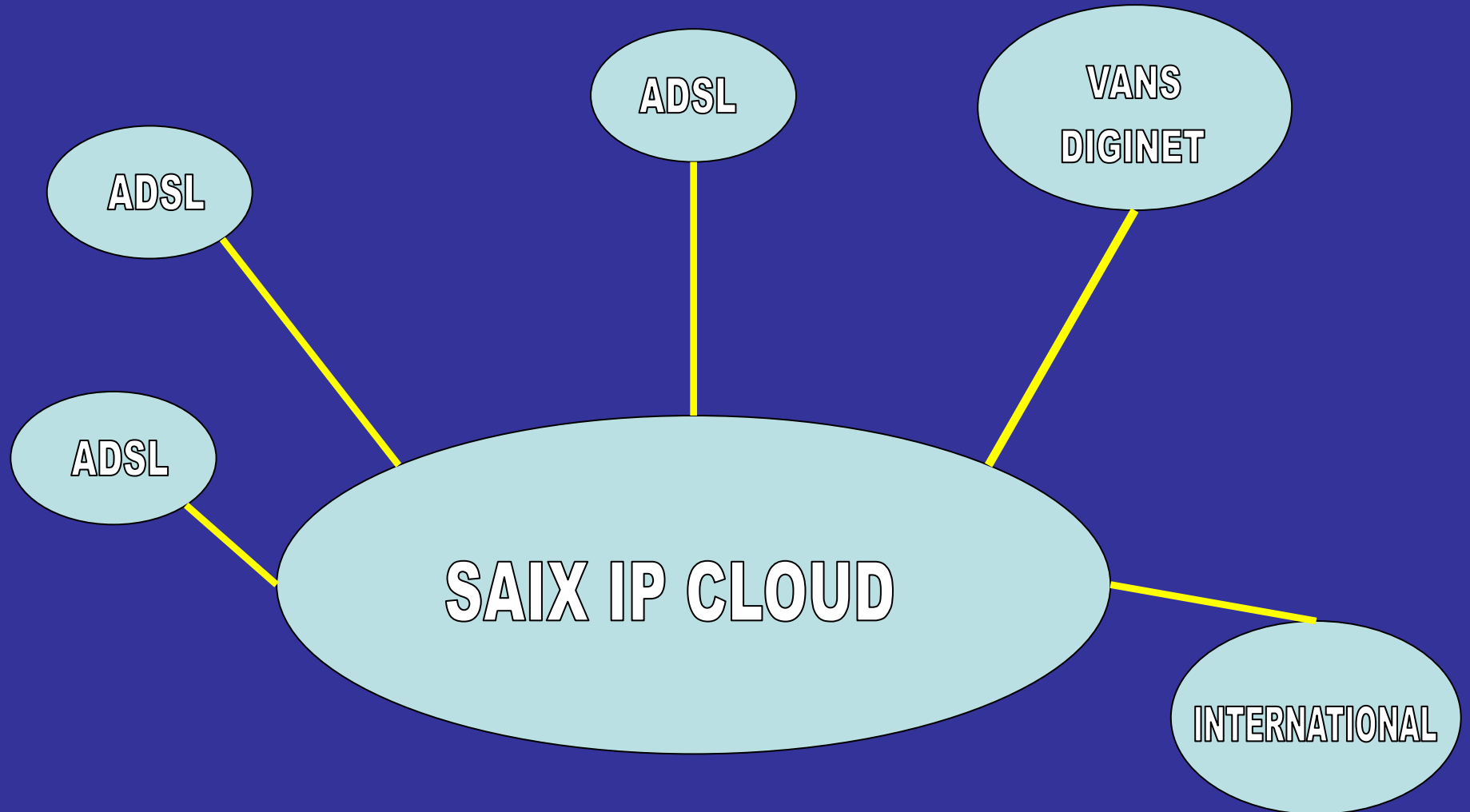
In the real world leased lines do not run at 100% capacity all the time.



This means that Diginet costs much more than 10 times that of ADSL and International access is reduced to 25%.

ADSL and VANS

awareness



- VANS resell ADSL connections provided by Telkom
- VANS provide the value added services such as email
- A VANS must have a link into the SAIX IP cloud.

- A 512kbs local only Diginet circuit costs R13 000 per month.

- However, in order to qualify for a 512kbs local only access circuit you must first purchase a 256kbs international / national circuit of R20 000 per month.

- A VANS must spend R33 000 per month to service a single ADSL client on a 1 to 1 contention ratio and in return the VANS makes R45.

ADSL and VANS

awareness

	VANS	ADSL
Speed	512 kbs	512 kbs
IP Address	Fixed	Dynamic
Local Volume	160GB	160GB
Line Rental	R1 992	R699
Bandwidth Cost	R11 700	R265

The VANS pays 44 times more for local access to the SAIX IP cloud

- Telkom keeps 95% of the ADSL cost
- VANS gets 5%
- VANS must then pay 44 times more so that it can earn the 5%
- Telkom can co-locate
- This gives Telkom an unfair competitive advantage

- VANS and local business cannot offer broadband services while they pay 44 times more for local access
- Local services will place less strain on expensive International access
- Cheap local access will boost the SMME VANS sector
- Will prevent migration to International servers.

- **VANS should get access to the SAIX IP cloud and only pay bearer costs**
- **Drop the 50% Int / Nat link requirement**
- **VANS should get access to International bandwidth at the same rate as ADSL clients**
- **Fixed IP's for ADSL clients**
- **Bandwidth in bigger bundles**

Why pick on Telkom?

awareness

- Telkom prices way above International norm.
- In New Zealand, a small island at the other end of the planet you can get a 1Mbs 25Gb cap connection for R399!
- Telkom has already been found guilty of unfair competition.
- This is just another example.
- They are still the only fixed line provider.

- **Declare the International and local IP network an essential service**
- **Follow the recent example set in India where the regulator forced prices down by as much as 70%**