



COMMERCE COMMISSION

Please refer to:
11128
1006961_2.doc

6 May 2010

Hayden Glass
Public Policy
Vodafone New Zealand Limited

By email: hayden.glass@vodafone.com

Dear Hayden

**RE: Mobile termination access services investigation (MTAS Investigation) –
information regarding new retail plans**

I refer to your letter of 3 May 2010, responding to the Commission's request of 27 April 2010 for any information regarding "new retail plans that have been released since 22 February 2010, or that are to be released before the Commission expects to complete its Final Reconsideration Report in early June".

On page 2 of your letter you state:

"Talk is constructed to move voice calling from fixed lines to mobile. A lot of the comment on Talk focuses on cheaper on-net calling rates. ... For our customers, though, the innovation is actually low cost calling from a prepay mobile to a landline. Customers who want just on-net calling can take our **On Account You Choose add-on that allows 200 on-net only minutes for \$12**, which has been in the market for some years with no comment from the Commission." (emphasis added)

The Commission understands that the On Account You Choose add-on that you refer to (bolded in the above quote) is the Your Time 200 add-on. The Commission understands that this add-on is available only to on account customers and not to prepay customers, and that the on-net minutes referred to are able to be used off-peak only ie between 7pm and 7am on weekdays and all day on weekends. This understanding is based on information on Vodafone's website at <http://www.vodafone.co.nz/plans/you-choose/youchoose.jsp>. If this understanding is incorrect, please let us know.

With a view to assisting the Commission's analysis, could you please provide the Commission with information on:

- the number of Vodafone customers that have signed up for the On Account You Choose Your Time 200 add-on;

- the proportion of Vodafone customers that have signed up for the On Account You Choose Your Time 200 add-on out of the total numbers of Vodafone customers on:
 - You Choose plans;
 - all non-business On Account plans; and
 - all On Account plans; and
- the average number of minutes used by Vodafone customers that have signed up for the On Account You Choose Your Time 200 add-on, out of the allocation of their Your Time 200 minutes.

Please provide this information by no later than 5pm Monday 10 May 2010.

Should you have any queries in relation to this letter, please contact me by email at shane.kinley@comcom.govt.nz or by phone on 04 924 3686.

Yours sincerely



Tom Forster
Manager – Telecommunications Operations
Regulation Branch