

# Reference Access and Interconnection Offer

## Annex M Tariff



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## 1 General

- 1.1 This Annex provides tariffs applicable to the Services described in Annex C of the Reference Access and Interconnection Offer.
- 1.2 The cost of additional product features, specialized billing, systems and/or network interfaces, non-standard connectivity and associated configuration, integration, testing and man-hours are not included in the published tariffs. Such cases will be dealt with on a case-by-case basis. These additional cost shall be discussed and agreed between both parties and accordingly Omantel shall inform the TRA to obtain the necessary approval.
- 1.3 The costs identified during feasibility and implementation of the Service in the published tariff which were not considered earlier will be charged to the Requesting Party accordingly.
- 1.4 Any increase (or reduction) in utility charges, taxes or VAT will be added to (or reduced from) the prices without any notice period and it shall be applicable from the date of validity of that new charge/tax or increase (or reduction) in any levied charge/tax provided such charge/taxes are passed directly on to the Requesting Party. Where there is such change in the charges, any retrospective invoicing or credit for such changes shall be done within a maximum of 60 calendar days from the increase (or reduction). In case of changes in taxes, utility charges or any other charge that form part of Omantel's cost base, any resulting amendment to the charges will be made following an approval by the TRA, as amendments to those charges. Any such change shall take effect from the date that the TRA shall specify in its approval.
- 1.5 In order to provide a requested service to the Requesting Party and in order to maintain the requested services, Omantel will recover if there is any cost incurred by Omantel in meeting the obligations under Article 44 of Telecommunication Regulatory Act from the Requesting Party (at the time of provisioning or even the future costs) that Omantel may incur in order to full fill Article 44 requirement. The specified cost shall be added to the prices on ongoing basis and/or one-time expense

shall be charged to the Requesting Party. Such charges shall be agreed between the Parties and shall cover such costs as are reasonably incurred for the provision of such services. In all cases, such charges shall be subject to TRA approval.

- 1.6 Definition and Terms used can be found in Annex L and Annex C of the Reference Offer.
- 1.7 Conditions
- 1.7.1 The tariffs for all Services are in Omani Rials (OMR), unless specifically stated otherwise.
- 1.7.2 All the tariffs are subject to Minimum Contract Term as specified in the corresponding Service Annex.
- 1.7.3 All charges for non- voice related/ non-CDR generated Services shall be paid in advance as quarterly payments unless and otherwise specified in this Sub Annex.
- 1.7.4 All Tariffs for the Services are excluding the charges for co-location, power consumption, power backup, DC power and UPS.
- 1.7.5 If Omantel incurs costs in addition to the Charges in this Annex, in providing Access and Interconnection Services under this Access and Interconnection Agreement, Omantel reserves the right to recover its costs in addition to the Charges below.. Such charges shall be agreed between the Parties and shall cover such costs as are reasonably incurred for the provision of such services. In all cases such charges shall be subject to TRA approval.

## 2 Definitions

2.1 The definitions in Annex L shall apply to this Sub Annex in addition to the following.

2.1.1 NRC – Non Recurring charges

2.1.2 MRC – Monthly recurring charges

## 3 C-FA 01 Local Loop Unbundling

Item Description	NRC	MRC
Initial Service setup fee Per MSAN	1,387	NA
Per Customer loop charges	72	12.8

The Per Loop charges are charged based on the number of the connections made.

## 4 C-FA 02 Local Loop Unbundling – Line sharing

Item Description	NRC	MRC
Initial Service setup fee Per MSAN	1,387	NA
Per Customer loop charges	72	11.19

The Per Loop charges are charged based on the number of the connections made.

## 5 C-FA 03 Local Loop Unbundling – Sub Loop Unbundling

Item Description	NRC	MRC
Initial Service setup fee Per Cabinet	1,387	NA
Per Customer loop charges	72	7.16

The Per Loop charges are charged based on the number of the connections made.

## 6 C-FA 04 Colocation

## 6.1 Co-location of the Access Service Providers Equipment within the Omantel MDF Room.

Land Location	NRC	MRC OMR Per SQR meter
Co-location: indoor in Omantel buildings	1,087	51

6.1.1 Minimum space per Co-location order is 2 SQM which will include the margin space.

## 7 C-FA 05 Wholesale Line Rental

### 7.1 Wholesale Line Rental charges

Item Description	NRC	MRC
Service setup fee (for each end-customer)	405	NA
Per Customer line charges	72	13.28

7.1.1 The charges will be per customer.

7.1.2 All other Services that are required to enable the Wholesale Line Rental will be covered under their respective Clauses under this Annex.

### 7.2 Voice call charges

Item Description	Per minute charge
National Voice Calls to Omantel Fixed	Call origination + Call termination charges of the termination party charges
International Calls	Call origination + international leg + the termination party charges

The International leg is the cost for carrying the call from Oman to the point of interconnect with the termination party. This cost is 5.78 bz/min.

The termination party charges are the based on the rates of the termination party. The charges are different for different countries and codes. Omantel will publish a rate sheet for each code. If the rate for a particular code/country changes, it will be applied to the



Requesting party from the same date. The royalty will be added to the termination party charges.

## 8 C-FA 06 Bitstream Layer 2

Item Description	NRC	MRC
Network to Network Connectivity*		
STM-1 on Metro Ring	3,376	8,956
STM-1 on Northern Ring	3,376	11,913
STM-1 on Eastern Ring	3,376	6,752
STM-1 on Southern Ring	3,376	8,948
Link fee per Customer **	72	12.41
Per MSAN Charges per Slot	72	138
ADSL card per MSAN	1,217	N/A
SDSL card per MSAN	872	N/A

Notes:

\* Based on the trunk segment and terminating segment.

In case of aggregation of different Rings into a one link, a grooming charge of 20% will be applicable on the respective individual price and thereafter a transmission trunk charge would be applicable till the handover.

## 9 C-FA 07 Bitstream Layer 3

Item Description	NRC	MRC
Network to Network Connectivity*		
STM-1 on Metro Ring	3,376	8,956
STM-1 on Northern Ring	3,376	11,913
STM-1 on Eastern Ring	3,376	6,752
STM-1 on Southern Ring	3,376	8,948
Link fee per Customer **	72	12.41
Per MSAN Charges per Slot	72	138
ADSL card per MSAN	1,217	N/A
SDSL card per MSAN	872	N/A

## Notes:

\* Based on the trunk segment and terminating segment.

In case of aggregation of different Rings into a one link, a grooming charge of 20% will be applicable on the respective individual price and thereafter a transmission trunk charge would be applicable till the handover.

## 10 C-FA 08 Wholesale Transmission

- 10.1 For the Type A link, The Wholesale Trunk Segment of Leased Line prices will be applicable.
- 10.2 The Type B and Type C links will be ordered and delivered as two Terminating segments of leased line and one Trunk segment of leased line. Therefore, the prices will also be calculated as two times the price of Terminating segment of leased line plus the price of Trunk segment of leased line.

## 11 C-FA 09 Internet Broadband Resale Service

- 11.1 Retail minus methodology will be used. The “Retail minus percentage” will be 21% for Consumer segment and 17% for Corporate segment.

## 12 C-FA 10 Wholesale Terminating Segment of Leased Line

Tail end price	E1 (2 Mb/s)		E3 (34 Mb/s)		STM1 (155 Mb/s)	
Maximum distance 3 KM	NRC	MRC	NRC	MRC	NRC	MRC
	72	19	72	86	72	86

## 13 C-FA 11 Wholesale Trunk Segment of Leased Line (National)

- 13.1 Terrestrial Links

Distance	E1 (2 Mb/s)		E3 (34 Mb/s)		STM1 (155 Mb/s)	
	NRC	MRC	NRC	MRC	NRC	MRC
Within exchange	100	192	200	1,316	200	2,313
< 100 km	100	296	200	1,334	200	2,331
101-300 km	100	450	200	1,410	200	2,407
301-400 km	100	605	200	1,708	200	2,981
> 400 km	100	799	200	1,826	200	3,098

### 13.2 Submarine Cable (National)

Bandwidth (Mb/s)	NRC	MRC
2	2,877	833
34	2,877	2,915
155	2,877	5,830

## 14 C-FA 12 Wholesale Trunk Segment of Leased Line (IPLC)

Capacity	ME countries		Non - ME countries	
	NRC	MRC	NRC	MRC
E1	3,241	1,355	3,241	2,711
DS3	3,241	6,777	3,241	13,555
STM1	3,241	13,555	3,241	27,110

The above prices do not include the 3<sup>rd</sup> party charges. Omantel will provide the pricing for the segment in the destination country after sourcing it from its partners, and adding the royalty and admin charges. Omantel shall provide the quote of each requested destination to the Requesting Party upon request.

The MRC for the ME countries is only for the half-circuit. The other half-circuit will be included in the 3<sup>rd</sup> party charges. If Omantel is required to provide full circuit, the MRC will be doubled.

## 15 C-FA 13 IP International Bandwidth Capacity

Bandwidth (Mb/s)	NRC	MRC
45	1,570	2,679
155	1,570	5,357
10,000	1,570	86,400

## 16 C-FA 14 Access to Omantel Landing Station

Description	NRC	MRC OMR per SQM
Access to Omantel Landing Station	7,071	729

## 17 C-FA 15 Access to Omantel Earth Station

Description	NRC	MRC OMR per SQM
Access to Omantel Earth Station	6,306	302

## 18 C-FA 16 Access to Omantel Data Center

Description	NRC	MRC OMR per SQM
Access to Omantel Data Station	6,306	302

## 19 C-FI 01 Fixed Ancillary services

### 19.1 Point of Interconnection

Item Description	Price	Payment Intervals
Establishment of a Point of Interconnection	3,500	Once
Maintenance of a Point of Interconnection	700	Annually up front

### 19.2 Fixed Port Capacity Service

Port Bandwidth	NRC per port	MRC per port	Disconnection fee per port
2 Mb/s	100	15	70

### 19.3 Basic Block and Expansion Co-location

Item Description	MRC
Basic Block 63 x 2 Mb/s Customer Interface	400
Basic Block 1 x STM-1 Customer Interface	500
Expansion Block (63 x 2Mb/s) Customer Interface	250
Expansion Block 1 x STM-1 Customer Interface	320

### 19.4 Number Ranges Implementation

Item Description	NRC per order	Delivery Time
Omantel Number implementation within a time frame	480	Maximum 4 months from order date.
Omantel Number implementation at a specified time	960	At a time mutually agreed by the parties at the time of order

The tariff comprises implementation of each single number or number ranges which are geographical or non-geographical. For example, single number is short code and number range is implementing the couple of digits of the whole number range e.g. implementing number range of Mobile 99xxxxxx.

## 20 C-FI 02 Fixed Call-by-Call Carrier Selection (CCS)

### 20.1 Setup Fee:

Service	Setup Fee
Fixed Call by Call Carrier selection	2,534

### 20.2 Call Origination:

Service	(Baiza / Min)
Call Origination	2.42

## 21 C-FI 03 Fixed Carrier Pre Selection (CPS)

## 21.1 Setup Fee:

Service	Setup Fee
Fixed CPS Setup	2,534
Change fee per subscriber	72

## 21.2 Call Origination:

Service	(Baiza / Min)
Call Origination	2.42

## 22 C-FI 04 Call Origination for Non-Geographic Calls

Service	(Baiza / Min)
Call Origination	2.42

## 23 C-FI 05 Outgoing International Calls

Service	(Baiza / Min)
International Outgoing Transit	1.75 + international leg + the termination party charges

The International leg is the cost for carrying the call from Oman to the point of interconnect with the termination party. This cost is 5.78 bz/min.

The termination party charges are the based on the rates of the termination party. The charges are different for different countries and codes. Omantel will publish a rate sheet for each code. If the rate for a particular code/country changes, it will be applied to the Requesting party from the same date. The royalty will be added to the termination party charges.

## 24 C-FI 06 Calls to Special Fixed Services

## 24.1 Calls to Emergency Services

Service	(Baiza / Min)
General Emergencies on Omantel Network	2.34

24.1.1 The above charges exclude emergency call center fee and the administration fee which will be charged separately wherever is applicable. Such charges shall be agreed between the Parties and shall cover such costs as are reasonably incurred for the provision of such services. In all cases, such charges shall be subject to TRA approval.

#### 24.2 Calls to Directory Enquiry Services

Service	(Baiza / Min)
Directory Enquiry Services	2.34 Bz/min Plus 151 Bz per call
International Number Enquiries (Service number 1319)	2.34 Bz/min Plus 151 Bz per call

#### 24.3 Calls to Local Time Enquiry Service

Item Description	Service Number	(Baiza / Min)
Local Number Enquiries	1318	2.34 Bz/min Plus 151 Bz per call
International Number Enquiries	1319	2.34 Bz/min Plus 151 Bz per call
Time in Arabic & English	1306	2.34 Bz/min Plus 151 Bz per call

#### 24.4 Calls to Omantel Service Center

Service	Service Number	(Baiza / Min)
Local Number Enquiries	1234	2.34 Bz/min Plus 151 Bz per call

## 25 C-FI 07 Pre-Paid Calling Cards Access Type 1

#### 25.1 Setup Fee:

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## 25.2 Call Origination:


As per the TRA Decision, the pricing for this service has been deferred until the launch of this service.

## 26 C-FI 08 Pre-Paid Calling Cards Access Type 2

## 26.1 Setup Fee:

Service	NRC
Pre-Paid Calling Cards Access Type 2	2,514

## 26.2 Call Origination:

Service	(Baiza / Min)
Call Origination	2.42

## 27 C-FI 09 Fixed Call Termination Service


Fixed call termination		(Baiza / Min)
Tandem count	Single	2.31
	Double	2.36
	Long	2.55



## 28 C-FI 10 Fixed Call Transit Services

Service	(Baiza / Min)
Fixed Call Transit Services	1.89 for single transit 1.95 for double transit

Note: The above charges include only call transit charges. Mobile Termination and Admin charges shall be added. Additional charges will be applied for any additional port capacity required to accommodate additional traffic.

## 29 C-MA 01 National Roaming Service

### 29.1 Setup Fee:

Service	NRC per Site (OMR)
National Roaming Services	OMR 1,929 per site for upgrading the site plus OMR 100 per site labor cost

The charges on account of upgradation shall be recoverable only in case a site requires upgradation, for which Omantel shall provide evidence to the Requesting Party based on the traffic forecast and investment involved.

### 29.2 Services Charges:

The price of the Service will be based on Retail minus 25.5%.

## 30 C-MA 02 Mobile Access Services

### 30.1 Setup Fee:

Service	NRC
Mobile Access Services	72,020

The charges are the minimum charges. In case if the actual cost including the mark ups exceeded the above charged, the charge will be modified accordingly. Any deviation from these charges is subject to agreement between the Parties and shall

cover such costs as are reasonably incurred for the provision of such services. In all cases such deviations shall be subject to prior TRA approval.

### 30.2 Services Charges:

30.2.1 National Services: Retail minus 23%.

30.2.2 International Roaming: Retail minus 2%.

## 31 C-MI 01 Mobile Ancillary Services

### 31.1 Point of Interconnection

Item Description	Price	Payment Intervals
Establishment of a Point of Interconnection	3,500	Once
Maintenance of a Point of Interconnection	700	Annually up front

### 31.2 Fixed Port Capacity Service

Port Bandwidth	NRC per port	MRC per port	Disconnection fee per port
2 Mb/s	100	15	70

### 31.3 Basic Block and Expansion Co-location

Item Description	MRC
Basic Block 63 x 2 Mb/s Customer Interface	400
Basic Block 1 x STM-1 Customer Interface	500
Expansion Block (63 x 2Mb/s) Customer Interface	250
Expansion Block 1 x STM-1 Customer Interface	320

### 31.4 Number Ranges Implementation

Service	NRC per Level	Delivery Time
Omantel Number implementation within a time frame	480	Maximum 4 months from order date.

Omantel Number implementation at a specified time	960	At a time mutually agreed by the parties at the time of order
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The tariff comprises implementation of each single number or number ranges which are geographical or non-geographical. For example, single number is short code and number range is implementing the couple of digits of the whole number range e.g. implementing number range of Mobile 99xxxxxx.

## 32 C-MI 02 Mobile Interconnection Services

Service	Bz/Min
Mobile Call Termination (National)	Till 30th June 2019: 10.0 bz/min Till 30th June 2020: 8.0 bz/min Till 30th June 2021: 6.0 bz/min From 1st July 2021 onwards: 4.0 bz/min
Mobile Call Termination (International)	10 bz/min
SMS Termination	0.74 bz/SMS
MMS Termination	4.02 bz/MMS

## 33 C-MI 03 Mobile Call-by-Call Carrier Selection (CCS)

### 33.1 Setup Fee:

Service	NRC
Mobile Call by Call Carrier selection	2,592

### 33.2 Call Origination:

Service	(Baiza / Min)
Call Origination	10.54

## 34 C-MI 04 Mobile Carrier Pre Selection (CPS)

### 34.1 Setup Fee:

Service	Setup Fee
Fixed CPS Setup	2,592
Change fee per subscriber	72

## 34.2 Call Origination:

Service	(Baiza / Min)
Call Origination	10.54

## 35 Other Services

## 35.1 Electrical Power and UPS protected power

Item Description	Installation Charges*	AC Power Charges (OMR/kWh)
Electrical Power	1,394	0.033

\* Minimum charges and shall depend on the actual number.

Item Description	Installation Charges*	Protected Power UPS monthly charges (OMR/kVA)
UPS protected power	1,394	24

\* Minimum charges and shall depend on the actual number.

DC Power charges are not included in the above charges.

## 35.2 Other Charges for connectivity purpose

Item Description	NRC	MRC
Cable Pulling (100 meter) along with Ducts	2,975	446
Communication Earth (new Pit)	7,000	275
Power Earth (new Pit)	7,000	275
MDF/DDF/Patch Panel Patching	2,083	275

## 35.3 Site Visit

## 35.3.1 Sunday to Thursday (07.30 – 15:30), except Public Holidays:

Item Description	OMR/ Hour
Technician	24
Engineer	44
Project Manager	49
Senior Manager	49
GM	79
VP	127

35.3.2 Sunday to Thursday after 15:30, full day on week-ends and Public Holidays:

Item Description	OMR/ Hour
Technician	29
Engineer	52
Project Manager	58
Senior Manager	58
GM	95
VP	152

35.3.3 The Clock includes the travel time to and from the location.

35.3.4 The hourly charges above will be multiplied by the number of hours and the Overhead factor to calculate the total charges. The overhead factor is 1.18 for Mobile and 1.16 for Fixed.

35.4 Fault repair

35.4.1 For all fault reported by the Requesting Party, in case no fault is found from Omantel side, the Requesting Party shall compensate Omantel for all costs to investigate the fault. The hourly charges are listed in 35.3 above.

## 36 Retail Minus Methodology

The below process will be used for calculating the rates for the Services for which Retail Minus pricing methodology has been specified by the TRA.

36.1 The Quarters starting from first day of January, April, July and October are named Q1, Q2, Q3 and Q4 respectively.

36.2 Omantel will calculate the Average Retail Rate (ARR) on a quarterly backward looking basis using the formula:

$$\text{ARR} = (\text{Total Revenue from the product}) / (\text{Total units consumed});$$

The unit is GB for data, minutes for Voice, and so on.

The ARR will be calculated separately for each product; i.e Voice, Data, SMS.

The ARR shall include retail promotions including discounts and special offers.

36.3 The Wholesale Rate (WSR) is calculated using the below formula:

$$\text{WSR} = \text{ARR} * (1 - \text{Retail Minus percentage})$$

Eg. If the ARR is 5 OMR/GB and the Retail Minus percentage is 23%, the WSR is calculated to be 3.85 OMR/GB.

36.4 The WSR will be effective from the 1st day of next Quarter; i.e If the ARR in Q1 is 5 OMR/GB and the Retail Minus percentage is 23%, then the WSR of 3.85 OMR/GB will be applied in Q2.

36.5 The discount rate shall be updated on an annual basis.

36.6 The Providing Party and Requesting Party shall agree on detailed methodology to implement the above process in accordance with the Access and Interconnection Regulation in a fair and non-discriminatory manner.