

## FCS URGES TOUGH REGULATION FOR WHOLESALE VOICE & DATA

LEADING industry figures in the FCS have called for greater regulation of the wholesale mobile voice and data market, citing the Openreach undertakings and WLR as a model which could be applied to force mobile operators to open up their networks. Dave Dadds, founder of DRD Communications and a Non-Executive Director of the FCS, claims that voice resellers will struggle to compete with convergence products because mobile operators benefit from equality of access in the fixed line market, whereas there's no reciprocal conditions for traditional resellers looking to expand into mobile. "We're asleep in the industry," Dadds warned. "We don't realise how big an impact these guys will have on us if we get this wrong."

Speaking at the FCS' Comms Provider 09 event last month, Dadds claimed that the Mobile Termination Rate (MTR), which pays mobile operators for each call incoming to the network, acts as an industry subsidy which enables the MNOs to offer free voice minutes. As a VoIP operator no-one pays me a flat rate for connecting to my network," he commented. "We can't compete against free phones and unlimited landline offers. The quicker the MTR goes, the quicker the market will start to regulate itself.

