

**VTX – the first telecom operator to liberalize the last mile**  
On the 9th of March 2007, the Federal Council approved the new act governing telecommunications, which came into force on 1 April 2007. Swisscom is therefore required to open up their telephone lines to the competition. VTX is the first operator on the market to take advantage of this situation, in order to offer extremely high speed Internet services as is done in neighbouring countries (France, Germany, and Italy).

VTX is one of the few operators on the market to have taken part in the test phases organised by Swisscom last month. These tests made it possible to put technical decisions made over the last few months to test in a real situation, in terms of network equipment, theoretical and real speeds, and the VTX Box – the end user device for Internet and telephone services. Administrative procedures for interconnections and opening lines were applied under real conditions. The extremely positive experience had during this tests phase has led VTX to act quickly and open the first customer lines.

Swisscom's prices and terms and conditions have been published and are already undergoing negotiations. To give an example, the rental fee for connection – set at Fr. 31 Exc. VAT by Swisscom – is being challenged by operators. VTX, however, has decided not to pass on these excessive rates to their customers. During the negotiation process, VTX will cover the difference between the Fr. 25.25 Inc. VAT that the connection currently costs and the Fr. 33 Exc. VAT that Swisscom intends to bill.

In the near future, VTX will offer their customers a range of ADSL2+ broadband services, from 8 to 16 Mbps, as well as symmetrical professional services that are based on the G.SHDSL technology. The entry price for the 8Mbps range starts at Fr. 47 per month and includes the possibility of telephoning via the Internet at extremely attractive rates.

In conjunction with these offers, VTX is working on new services such as television or video on demand and should be in a position to propose these services as early as the end of autumn this year.

All operators agree on the fact that operating at a national scale is an extremely big task. Rather than waiting to have perfect coverage, VTX has chosen to take a progressive approach for their customers. The regional development plan is based on the recommendations of the 9 cantonal subsidiaries of the group.

#### **About VTX**

Active since 1986, VTX is an independent operator on the market that holds a prominent position in the field of Internet and telecommunications. The headquarters of the group is located in Pully. The product range includes several innovative services in the fields of connections, hosting, security, development of customised web applications, and also in the fields of landline and mobile telephony (powered by Orange). VTX therefore covers all company requirements in terms of telecommunications.

This triple play operator status, combined with the fact of having a national network of subsidiaries located in Geneva, Neuchâtel, Bienne, Bâle, Sion, Bellinzona, Saint-Gall and Zurich, makes VTX a major player on the Swiss telecom market. The 9 subsidiaries of the group employ more than 180 people throughout the whole of Switzerland and look after 100 000 customers including 25 000 small and medium sized companies.

**Press release April 2007 – VTX – Page 2/2**

**Press contacts:**

Geneva: M. Christian Lambert – Tel. 022 879 84 00

Vaud, Fribourg and Tessin: MM. Philippe Roditi and Francis Cobbi – Tel. 021 721 11 11

Neuchâtel and Jura: M. Christian Matthey – Tel. 032 720 55 05

Valais: M. Christian Maret – Tel. 079 220 74 84

German-speaking Switzerland: M. Peter Preuss – Tel. 061 561 11 21 – 079 254 78 70

VTX Services SA – Av. de Lavaux 101 – 1009 Pully – [www.vtx.ch](http://www.vtx.ch)