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## Why IEN.

- ▶ IEN is the essential forum to put telecommunications regulation in Germany into a truly European context.
- ▶ Information shared through IEN provides members with a reliable earlywarning system for upcoming issues in B2B markets.
- ▶ Guidance available in IEN helps providers of ICT services to develop and implement a regulatory strategy tailor-made for the German market whilst matching the needs of multinational organisations.
- ▶ Support through IEN saves members from reinventing the wheel and lets them save significantly on external counsel cost.

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## Let's stay in touch.

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## Let Competition Thrive.

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**Towards a level playing field  
for business communications services  
in Germany.**

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## Welcome to IEN.

IEN is the Initiative of European Network Operators, the trade association representing the largest panEuropean telecommunications network operators in Germany.

IEN members are committed to longterm investment made Germany, and thus share a common interest in fair investment conditions and in a level regulatory playing field in Germany as well as across EU Member States.

Members include strong global players such as BT, Cable & Wireless, Colt, Orange Business, Verizon Business and Airdata.

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## The association for B2B providers of communications services.

While the need for a single competitive telecommunications market across Europe remains undoubted, much of the regulatory reform and effort has been focused on improving competition in the supply of services to residential consumers, particularly broadband.

This focus has undoubtedly delivered results, however it has at times distracted attention from improving the competitive supply of business-to-business services, which arguably deliver greater economic benefits and efficiencies.

A core difference between business and residential customers is their needs and approach to purchasing, particularly where they need to purchase services in multiple countries.

Being panEuropean providers of broadband products and services to a no less multisited and multijurisdictional group of customers, IEN members are particularly dependent on business access products complying with international standards.

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## Helping competition and customers thrive.

IEN is determined to bring European best practice in telecommunications market regulation to Germany – to break up monopolies, to foster competition, to drive innovation and to help customers thrive. IEN believes in an everchanging information society, innovation is driven by competition, not by protecting national champions.

IEN is relentlessly focused to encourage competitive conditions in the enterprise information and communications technology markets, particularly by driving for

- ▶ Ethernet based wholesale broadband access (“Ethernet Bitstream”) that provides end-to-end control over service quality (QoS)
- ▶ Wholesale terminating and trunk leased lines,
- ▶ a fair and transparent approach towards traffic data retention,
- ▶ Harmonization of regulatory remedies across Europe.

More information about IEN’s work programme is available online at [www.ien-berlin.com](http://www.ien-berlin.com).

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## Best relations in Germany and Europe.

Based in central Berlin, IEN provides for reliable and stable relationships with key stakeholders in parliament and administration, at both working and senior level.

IEN works with Germany’s national regulatory authority ‘Bundesnetzagentur’ and the European Commission, to ensure telecommunication market reviews deliver best results for customers and competitors in Germany.

IEN supports EU Commission and the European Regulators Group (ERG) in their mission to develop a truly European telecommunications market and a level playing field for ICT providers in Germany.