

Jupiter

Information Technology

**Comparison of Call Charges
between BT and VarTec Telecom**

2 February 2003

18 Church St
Swansea. SA4 3EA
United Kingdom

+44 (0)1792 875340
info@jup-it-er.co.uk
www.jup-it-er.co.uk

Introduction

It is becoming commonplace to receive promotional mail exhorting a householder to use a Telecoms supplier for their phone calls instead of BT. Typically, by dialling a prefix number, an area code and a telephone number, these suppliers promise to cut phone bills substantially (typical rates are 2.5 p per minute weekday) for local, national, international, and calls to mobile phones.

There is a great temptation to take these promises at face value, since often comparisons are printed on the promotional material, which seem to bear out the claims made.

One such company is VarTec Telecom Europe Ltd, an American company exploiting an increasingly competitive market.

Jupiter Information Technology routinely monitors the cost of all phone calls made by the company, and maintains a database of historical phone data that can be used for various analytical purposes.

So, it was straightforward to put the claims of VarTec Telecom to the test. The VarTec rates were fed into the database, and the data was then exported to a spreadsheet. This data was compared and analysed against BT calls made by **Jupiter Information Technology**.

Only calls for January, 2003 were used, since

1. it was felt that this was typical of our calling pattern, and
2. it was felt unnecessary to include any more than this.

This would give a reasonable set of results that could be generalised to longer or different periods.

The results of the analysis are presented below, and the raw data is presented in the appendix.

It is important to realise that all the calls made were local rate calls. A different caller may have a greatly different calling pattern, with a higher mix of national, international, and land-line to mobile calls. This would, of course, produce different results.

The purpose of this comparison is just to highlight the importance of properly checking the claims made by companies, such as VarTec Telecom, to verify that savings are possible.

In the case of **Jupiter Information Technology**, a substantial quantity of calls are of very short duration. These tend to attract the minimum charge rate, and in themselves boost the final charge substantially beyond the actual cost of the calls made. This is bearable with BT (ie, we have got used to it), but VarTec charge a minimum rate of 10p. This is a significant charge which

can amount to some 150% increase in final charges, over a quarter, and completely wipes out any potential savings for individual calls. Indeed, my findings suggest that of 199 calls, only 29 were able to accrue actual savings. These amounted in total to £3.01. Of the total calls, 'savings' were -£7.63! A negative result. Added to the £3.01, the actual cost of using the VarTec service would have been £10.64 against the BT charges.

So, be warned. These telecoms services are not necessarily a good deal. It is important to do your sums before using them.

Summary

Connect Time	17.29 Hours					
Total Qty Calls	199					
Ave Call Duration	5.21 Minutes					
	Call Charges	Total Charge - Min Calls	Total Qty Min Calls	Per Cent of Total Calls	Per Cent of Total Call Charges	Ave Call Charge
BT	£23.72	£6.75	135	67.84%	28.46%	£0.12
VarTec	£31.35	£16.10	161	80.90%	51.36%	£0.16
Total Savings by using VarTec	-£7.63					

Qty of Calls where there is a saving	29
Per Cent of Total Calls	14.57%
Total Value of These Calls	£3.01
Per Cent of Total Charges	9.60%

These calls represent 1 months calls to Local Rate numbers in January 2003.

BT's local rate (LoCall) charges are as follows:

Daytime	0800 - 1800	3.95 p
	1800 - 0800	1.49 p
Weekend	Midnight, Friday to Midnight, Sunday	1.00 p
Minimum Charge		5.00 p

For example, a weekend rate call <= 5 minutes = 5p.
A 6 minute call (at the same rate) would cost 6p.

Total savings are negative, so there is no saving at all. In fact, the cost for using VarTec Telecom is greater than using BT.

VarTec's charges are as follows:

Daytime	0800 - 1800	2.5 p
	1800 - 0800	2.5 p
Weekend	Midnight, Friday to Midnight, Sunday	0.09 p
Minimum Charge		10.00 p

For example, a weekend rate call <= 10 minutes = 10p.
An 11 minute call (at the same rate) would cost 11p.

Appendix - Call Details

Date	Time	Connect Time (mins)	Call Charge		Savings by using VarTec
			BT	VarTec	
Wed, Jan 1, 2003	13:58:53	0.20	£0.05	£0.10	-£0.05
Thu, Jan 2, 2003	12:14:03	0.20	£0.05	£0.10	-£0.05
Thu, Jan 2, 2003	16:48:29	0.30	£0.05	£0.10	-£0.05
Fri, Jan 3, 2003	13:53:24	1.00	£0.05	£0.10	-£0.05
Fri, Jan 3, 2003	22:05:29	74.40	£1.11	£1.86	-£0.75
Sat, Jan 4, 2003	11:16:40	1.30	£0.05	£0.10	-£0.05
Sat, Jan 4, 2003	14:00:00	22.00	£0.22	£0.20	£0.02
Sat, Jan 4, 2003	14:14:33	2.10	£0.05	£0.10	-£0.05
Sat, Jan 4, 2003	14:35:12	3.90	£0.05	£0.10	-£0.05
Sat, Jan 4, 2003	14:57:16	11.70	£0.12	£0.11	£0.01
Sat, Jan 4, 2003	15:50:14	4.20	£0.05	£0.10	-£0.05
Sat, Jan 4, 2003	15:55:57	4.90	£0.05	£0.10	-£0.05
Sat, Jan 4, 2003	16:02:23	6.00	£0.06	£0.10	-£0.04
Sat, Jan 4, 2003	16:29:47	2.90	£0.05	£0.10	-£0.05
Sat, Jan 4, 2003	16:55:35	24.20	£0.24	£0.22	£0.02
Sat, Jan 4, 2003	17:54:02	1.90	£0.05	£0.10	-£0.05
Sat, Jan 4, 2003	17:55:37	1.00	£0.05	£0.10	-£0.05
Sat, Jan 4, 2003	18:00:52	3.50	£0.05	£0.10	-£0.05
Sat, Jan 4, 2003	18:03:58	2.40	£0.05	£0.10	-£0.05
Sat, Jan 4, 2003	18:22:13	7.30	£0.07	£0.10	-£0.03
Sat, Jan 4, 2003	18:25:43	2.80	£0.05	£0.10	-£0.05
Sat, Jan 4, 2003	18:29:48	1.20	£0.05	£0.10	-£0.05
Sat, Jan 4, 2003	18:48:02	2.70	£0.05	£0.10	-£0.05
Sat, Jan 4, 2003	18:56:46	8.10	£0.08	£0.10	-£0.02
Sat, Jan 4, 2003	18:58:58	1.60	£0.05	£0.10	-£0.05
Sat, Jan 4, 2003	19:18:05	17.60	£0.18	£0.16	£0.02
Sat, Jan 4, 2003	19:30:15	0.40	£0.05	£0.10	-£0.05
Sat, Jan 4, 2003	19:32:29	0.30	£0.05	£0.10	-£0.05
Sun, Jan 5, 2003	11:36:40	2.40	£0.05	£0.10	-£0.05
Sun, Jan 5, 2003	11:39:24	0.60	£0.05	£0.10	-£0.05
Sun, Jan 5, 2003	15:16:03	0.60	£0.05	£0.10	-£0.05
Sun, Jan 5, 2003	15:38:33	1.00	£0.05	£0.10	-£0.05
Sun, Jan 5, 2003	15:40:28	1.00	£0.05	£0.10	-£0.05
Sun, Jan 5, 2003	15:43:39	1.00	£0.05	£0.10	-£0.05
Sun, Jan 5, 2003	15:45:10	1.00	£0.05	£0.10	-£0.05
Sun, Jan 5, 2003	15:47:29	1.00	£0.05	£0.10	-£0.05

Sun, Jan 5, 2003	15:49:14	1.00	£0.05	£0.10	-£0.05
Sun, Jan 5, 2003	15:52:57	1.00	£0.05	£0.10	-£0.05
Sun, Jan 5, 2003	16:26:55	0.30	£0.05	£0.10	-£0.05
Mon, Jan 6, 2003	09:34:14	1.40	£0.06	£0.10	-£0.04
Mon, Jan 6, 2003	10:24:52	16.80	£0.66	£0.42	£0.24
Mon, Jan 6, 2003	10:49:14	15.20	£0.60	£0.38	£0.22
Mon, Jan 6, 2003	14:06:46	8.50	£0.34	£0.21	£0.13
Tue, Jan 7, 2003	09:44:29	0.60	£0.05	£0.10	-£0.05
Tue, Jan 7, 2003	10:11:32	5.10	£0.20	£0.13	£0.07
Tue, Jan 7, 2003	12:13:11	6.30	£0.25	£0.16	£0.09
Tue, Jan 7, 2003	19:42:14	21.60	£0.32	£0.54	-£0.22
Wed, Jan 8, 2003	10:00:44	4.80	£0.19	£0.12	£0.07
Wed, Jan 8, 2003	10:56:33	1.80	£0.07	£0.10	-£0.03
Wed, Jan 8, 2003	15:08:57	0.50	£0.05	£0.10	-£0.05
Wed, Jan 8, 2003	15:51:45	0.30	£0.05	£0.10	-£0.05
Wed, Jan 8, 2003	16:16:02	0.30	£0.05	£0.10	-£0.05
Wed, Jan 8, 2003	23:17:52	0.80	£0.05	£0.10	-£0.05
Wed, Jan 8, 2003	23:39:15	15.40	£0.23	£0.39	-£0.16
Wed, Jan 8, 2003	23:41:38	1.50	£0.05	£0.10	-£0.05
Wed, Jan 8, 2003	23:54:19	2.90	£0.05	£0.10	-£0.05
Thu, Jan 9, 2003	09:20:02	0.50	£0.05	£0.10	-£0.05
Thu, Jan 9, 2003	14:25:38	0.40	£0.05	£0.10	-£0.05
Thu, Jan 9, 2003	15:27:39	0.10	£0.05	£0.10	-£0.05
Thu, Jan 9, 2003	17:31:33	1.30	£0.05	£0.10	-£0.05
Thu, Jan 9, 2003	17:36:30	1.50	£0.06	£0.10	-£0.04
Thu, Jan 9, 2003	17:45:15	1.50	£0.06	£0.10	-£0.04
Thu, Jan 9, 2003	17:47:30	1.80	£0.07	£0.10	-£0.03
Thu, Jan 9, 2003	18:04:17	0.40	£0.05	£0.10	-£0.05
Thu, Jan 9, 2003	18:19:00	9.00	£0.13	£0.23	-£0.10
Thu, Jan 9, 2003	21:11:44	9.10	£0.14	£0.23	-£0.09
Fri, Jan 10, 2003	10:52:53	0.60	£0.05	£0.10	-£0.05
Fri, Jan 10, 2003	11:14:35	0.40	£0.05	£0.10	-£0.05
Fri, Jan 10, 2003	11:19:36	0.70	£0.05	£0.10	-£0.05
Fri, Jan 10, 2003	14:33:45	0.20	£0.05	£0.10	-£0.05
Fri, Jan 10, 2003	16:35:18	0.40	£0.05	£0.10	-£0.05
Fri, Jan 10, 2003	16:38:34	1.40	£0.06	£0.10	-£0.04
Fri, Jan 10, 2003	16:46:05	0.10	£0.05	£0.10	-£0.05
Fri, Jan 10, 2003	17:06:07	0.10	£0.05	£0.10	-£0.05
Fri, Jan 10, 2003	17:09:07	0.30	£0.05	£0.10	-£0.05
Fri, Jan 10, 2003	18:14:35	3.40	£0.05	£0.10	-£0.05
Fri, Jan 10, 2003	19:08:10	52.40	£0.78	£1.31	-£0.53
Sat, Jan 11, 2003	12:15:16	2.40	£0.05	£0.10	-£0.05

Sat, Jan 11, 2003	12:22:17	0.10	£0.05	£0.10	-£0.05
Sat, Jan 11, 2003	12:26:38	0.20	£0.05	£0.10	-£0.05
Sat, Jan 11, 2003	12:29:07	0.60	£0.05	£0.10	-£0.05
Sat, Jan 11, 2003	15:12:51	2.10	£0.05	£0.10	-£0.05
Sat, Jan 11, 2003	15:17:18	3.00	£0.05	£0.10	-£0.05
Sat, Jan 11, 2003	16:11:54	46.70	£0.47	£0.42	£0.05
Sat, Jan 11, 2003	16:13:55	0.50	£0.05	£0.10	-£0.05
Sat, Jan 11, 2003	18:24:59	0.20	£0.05	£0.10	-£0.05
Sat, Jan 11, 2003	18:42:58	1.70	£0.05	£0.10	-£0.05
Sat, Jan 11, 2003	18:57:58	9.20	£0.09	£0.10	-£0.01
Sat, Jan 11, 2003	19:03:43	2.70	£0.05	£0.10	-£0.05
Sat, Jan 11, 2003	19:06:44	1.60	£0.05	£0.10	-£0.05
Sun, Jan 12, 2003	11:12:30	0.30	£0.05	£0.10	-£0.05
Sun, Jan 12, 2003	11:20:11	3.40	£0.05	£0.10	-£0.05
Sun, Jan 12, 2003	11:21:25	0.30	£0.05	£0.10	-£0.05
Sun, Jan 12, 2003	11:45:55	0.20	£0.05	£0.10	-£0.05
Sun, Jan 12, 2003	14:53:02	0.30	£0.05	£0.10	-£0.05
Sun, Jan 12, 2003	15:01:24	1.20	£0.05	£0.10	-£0.05
Sun, Jan 12, 2003	15:02:00	0.20	£0.05	£0.10	-£0.05
Sun, Jan 12, 2003	15:18:32	1.90	£0.05	£0.10	-£0.05
Sun, Jan 12, 2003	15:51:33	31.20	£0.31	£0.28	£0.03
Sun, Jan 12, 2003	16:36:37	7.30	£0.07	£0.10	-£0.03
Sun, Jan 12, 2003	16:46:13	0.30	£0.05	£0.10	-£0.05
Sun, Jan 12, 2003	16:48:22	0.70	£0.05	£0.10	-£0.05
Mon, Jan 13, 2003	00:52:00	2.10	£0.05	£0.10	-£0.05
Mon, Jan 13, 2003	00:54:11	0.30	£0.05	£0.10	-£0.05
Mon, Jan 13, 2003	00:55:30	0.30	£0.05	£0.10	-£0.05
Mon, Jan 13, 2003	09:35:41	1.50	£0.06	£0.10	-£0.04
Mon, Jan 13, 2003	10:30:52	16.60	£0.66	£0.42	£0.24
Mon, Jan 13, 2003	11:09:06	6.30	£0.25	£0.16	£0.09
Mon, Jan 13, 2003	11:57:06	0.20	£0.05	£0.10	-£0.05
Mon, Jan 13, 2003	14:22:00	1.00	£0.05	£0.10	-£0.05
Mon, Jan 13, 2003	14:23:33	0.20	£0.05	£0.10	-£0.05
Mon, Jan 13, 2003	15:10:51	0.20	£0.05	£0.10	-£0.05
Mon, Jan 13, 2003	19:20:07	0.30	£0.05	£0.10	-£0.05
Mon, Jan 13, 2003	21:05:25	0.30	£0.05	£0.10	-£0.05
Mon, Jan 13, 2003	21:10:18	0.20	£0.05	£0.10	-£0.05
Mon, Jan 13, 2003	21:20:47	0.70	£0.05	£0.10	-£0.05
Mon, Jan 13, 2003	21:39:36	3.00	£0.05	£0.10	-£0.05
Mon, Jan 13, 2003	22:20:37	12.90	£0.19	£0.32	-£0.13
Tue, Jan 14, 2003	00:06:15	6.00	£0.09	£0.15	-£0.06
Tue, Jan 14, 2003	10:09:07	0.30	£0.05	£0.10	-£0.05

Tue, Jan 14, 2003	10:10:53	0.30	£0.05	£0.10	-£0.05
Tue, Jan 14, 2003	10:29:23	0.50	£0.05	£0.10	-£0.05
Tue, Jan 14, 2003	10:48:12	0.90	£0.05	£0.10	-£0.05
Tue, Jan 14, 2003	10:52:14	1.30	£0.05	£0.10	-£0.05
Tue, Jan 14, 2003	11:06:36	2.10	£0.08	£0.10	-£0.02
Tue, Jan 14, 2003	11:55:46	0.20	£0.05	£0.10	-£0.05
Tue, Jan 14, 2003	13:38:45	0.10	£0.05	£0.10	-£0.05
Tue, Jan 14, 2003	13:41:19	0.20	£0.05	£0.10	-£0.05
Tue, Jan 14, 2003	13:42:17	0.20	£0.05	£0.10	-£0.05
Tue, Jan 14, 2003	14:02:08	17.60	£0.70	£0.44	£0.26
Tue, Jan 14, 2003	14:37:16	11.50	£0.45	£0.29	£0.16
Tue, Jan 14, 2003	15:07:04	2.10	£0.08	£0.10	-£0.02
Tue, Jan 14, 2003	15:16:23	2.10	£0.08	£0.10	-£0.02
Tue, Jan 14, 2003	15:31:22	0.20	£0.05	£0.10	-£0.05
Tue, Jan 14, 2003	15:33:06	0.30	£0.05	£0.10	-£0.05
Tue, Jan 14, 2003	15:36:01	1.20	£0.05	£0.10	-£0.05
Tue, Jan 14, 2003	16:22:14	1.60	£0.06	£0.10	-£0.04
Tue, Jan 14, 2003	16:35:04	0.70	£0.05	£0.10	-£0.05
Tue, Jan 14, 2003	18:07:41	3.40	£0.05	£0.10	-£0.05
Tue, Jan 14, 2003	19:17:50	0.10	£0.05	£0.10	-£0.05
Tue, Jan 14, 2003	19:18:58	0.20	£0.05	£0.10	-£0.05
Tue, Jan 14, 2003	19:24:12	0.50	£0.05	£0.10	-£0.05
Wed, Jan 15, 2003	09:41:20	0.50	£0.05	£0.10	-£0.05
Wed, Jan 15, 2003	13:02:57	1.00	£0.05	£0.10	-£0.05
Wed, Jan 15, 2003	13:04:19	0.60	£0.05	£0.10	-£0.05
Wed, Jan 15, 2003	14:01:41	1.60	£0.06	£0.10	-£0.04
Wed, Jan 15, 2003	14:03:05	0.30	£0.05	£0.10	-£0.05
Wed, Jan 15, 2003	14:34:14	0.50	£0.05	£0.10	-£0.05
Wed, Jan 15, 2003	19:13:47	1.20	£0.05	£0.10	-£0.05
Wed, Jan 15, 2003	19:25:02	0.20	£0.05	£0.10	-£0.05
Wed, Jan 15, 2003	19:28:18	2.50	£0.05	£0.10	-£0.05
Wed, Jan 15, 2003	21:49:53	0.60	£0.05	£0.10	-£0.05
Thu, Jan 16, 2003	09:32:55	0.70	£0.05	£0.10	-£0.05
Thu, Jan 16, 2003	14:36:13	19.90	£0.79	£0.50	£0.29
Thu, Jan 16, 2003	14:36:50	0.20	£0.05	£0.10	-£0.05
Thu, Jan 16, 2003	19:18:24	0.30	£0.05	£0.10	-£0.05
Fri, Jan 17, 2003	11:19:25	0.50	£0.05	£0.10	-£0.05
Fri, Jan 17, 2003	20:00:48	7.90	£0.12	£0.20	-£0.08
Sat, Jan 18, 2003	13:55:16	5.20	£0.05	£0.10	-£0.05
Sun, Jan 19, 2003	14:04:55	11.40	£0.11	£0.10	£0.01
Sun, Jan 19, 2003	14:15:18	8.30	£0.08	£0.10	-£0.02
Sun, Jan 19, 2003	15:33:34	72.20	£0.72	£0.65	£0.07

Sun, Jan 19, 2003	16:18:21	3.90	£0.05	£0.10	-£0.05
Mon, Jan 20, 2003	10:27:46	0.30	£0.05	£0.10	-£0.05
Tue, Jan 21, 2003	11:00:41	2.00	£0.08	£0.10	-£0.02
Tue, Jan 21, 2003	11:48:55	8.20	£0.32	£0.21	£0.11
Tue, Jan 21, 2003	11:56:27	3.30	£0.13	£0.10	£0.03
Tue, Jan 21, 2003	13:42:11	14.20	£0.56	£0.36	£0.20
Tue, Jan 21, 2003	15:30:22	1.50	£0.06	£0.10	-£0.04
Tue, Jan 21, 2003	15:36:55	5.20	£0.21	£0.13	£0.08
Tue, Jan 21, 2003	19:54:07	0.50	£0.05	£0.10	-£0.05
Wed, Jan 22, 2003	10:10:07	1.60	£0.06	£0.10	-£0.04
Wed, Jan 22, 2003	10:44:26	3.10	£0.12	£0.10	£0.02
Wed, Jan 22, 2003	11:12:18	1.40	£0.06	£0.10	-£0.04
Wed, Jan 22, 2003	13:53:37	5.80	£0.23	£0.15	£0.08
Wed, Jan 22, 2003	18:06:17	0.80	£0.05	£0.10	-£0.05
Thu, Jan 23, 2003	09:44:57	0.70	£0.05	£0.10	-£0.05
Thu, Jan 23, 2003	16:50:03	16.20	£0.64	£0.41	£0.23
Thu, Jan 23, 2003	19:11:38	0.50	£0.05	£0.10	-£0.05
Thu, Jan 23, 2003	19:19:37	1.90	£0.05	£0.10	-£0.05
Fri, Jan 24, 2003	15:17:57	0.60	£0.05	£0.10	-£0.05
Sat, Jan 25, 2003	11:34:28	1.40	£0.05	£0.10	-£0.05
Sat, Jan 25, 2003	16:14:06	36.60	£0.37	£0.33	£0.04
Sun, Jan 26, 2003	11:42:41	0.50	£0.05	£0.10	-£0.05
Sun, Jan 26, 2003	12:30:25	41.20	£0.41	£0.37	£0.04
Sun, Jan 26, 2003	12:31:15	0.10	£0.05	£0.10	-£0.05
Mon, Jan 27, 2003	10:27:33	0.70	£0.05	£0.10	-£0.05
Mon, Jan 27, 2003	19:31:23	88.60	£1.32	£2.22	-£0.90
Tue, Jan 28, 2003	11:18:27	2.00	£0.08	£0.10	-£0.02
Tue, Jan 28, 2003	13:39:28	0.80	£0.05	£0.10	-£0.05
Tue, Jan 28, 2003	18:09:49	6.40	£0.10	£0.16	-£0.06
Tue, Jan 28, 2003	18:12:51	2.50	£0.05	£0.10	-£0.05
Tue, Jan 28, 2003	18:50:36	9.90	£0.15	£0.25	-£0.10
Wed, Jan 29, 2003	09:10:39	1.20	£0.05	£0.10	-£0.05
Wed, Jan 29, 2003	10:45:21	0.80	£0.05	£0.10	-£0.05
Thu, Jan 30, 2003	09:51:20	1.10	£0.05	£0.10	-£0.05
Thu, Jan 30, 2003	12:28:01	0.90	£0.05	£0.10	-£0.05
Thu, Jan 30, 2003	18:23:50	0.60	£0.05	£0.10	-£0.05
Fri, Jan 31, 2003	15:07:28	6.30	£0.25	£0.16	£0.09