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JCI and NTT DoCoMo reach Agreement on Interconnection for MVNO Service

On February 14, Japan Communications Inc. (JCI) and NTT DoCoMo, Inc. (DoCoMo) executed an agreement for the interconnection requested by JCI on November 29, 2006. This agreement follows reinvigorated negotiations resulting from a mandate issued by the Minister for Internal Affairs and Communications (hereafter: MIC Minister) on November 30, 2007, based on his arbitration of this issue.

Negotiations for this interconnection with DoCoMo’s 3G network began on November 29, 2006. However, these negotiations failed to yield progress and it was necessary for JCI to seek arbitration to move discussions forward. The results of this arbitration, which were favorable to JCI, were announced on November 30, 2007, and negotiations resumed. This landmark agreement sets out in clear terms what tasks remain and what is required of both sides from a technical perspective in order to achieve this interconnection. The agreement further contains provisions detailing how both parties will distribute development burden and costs.

Under the agreement, JCI and DoCoMo agree that to achieve the interconnection, JCI will develop and deploy an interconnection interface and the physical switch (GGSN) to accomplish the necessary physical layer interconnection.

In relation to the interconnection tariff, the mandate of the MIC Minister ruled in favor of an end-to-end bandwidth tariff based on actual costs and a fair and reasonable level of profit. JCI and DoCoMo will continue to negotiate towards a mutually beneficial conclusion to the interconnection tariff question, in keeping with the terms of the Minister’s mandate. The agreed tariff will be issued and published by DoCoMo when the actual interconnection is sufficiently defined for cost-estimate purposes.

Following today’s agreement, JCI Founder and CEO, Dr. Frank Seiji Sanda, made the following comment:

Today’s agreement is a key milestone towards the fulfillment of a vision we have had since first bringing what is today the mobile phone to Japan in 1989, and for that I am deeply pleased. I would to

take this opportunity to convey my gratitude to NTT DoCoMo and all the other constituents who made this achievement possible. It is now up to JCI to deliver the range of new products and services to the marketplace that will show DoCoMo and others in our industry that this direction is beneficial to all. I look forward to utilizing my recent appointment by the Irish Government to introduce this new paradigm in wireless communications – the leadership of which has been taken by the Government of Japan through the Ministry of Internal Affairs and Communications – to the European Community.

About JCI

Japan Communications Inc. (JCI) was the first to introduce the Mobile Virtual Network Operator (MVNO) business model to the world in 1996. JCI, a publicly listed company in Japan (JPN-9424), is the first and the largest data MVNO in the world. It has pioneered wireless data solutions, which address particular needs of specific customers both in consumer and enterprise markets. Operating as an integrator of wireless and fixed network services with information technology, it is the leading provider of end-to-end wireless data solutions.

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