



An Coimisiún um  
**Rialáil Cumarsáide**  
Commission for  
**Communications Regulation**

# Assessment of a wholesale FTTH discount scheme notified by Eircom Limited under ComReg Decision D05/24 (WN2024-010)

## Further Consultation

following notification of a wholesale FTTH promotion (WN2024-021)

### Further Consultation

**Reference:** ComReg 24/57

**Version:** Final

**Date:** 05/07/2024

**An Coimisiún um Rialáil Cumarsáide**  
**Commission for Communications Regulation**

1 Lárcheantar na nDugaí, Sráid na nGildeanna, BÁC 1, Éire, D01 E4X0.  
One Dockland Central, Guild Street, Dublin 1, Ireland, D01 E4X0.  
Teil | Tel +353 1 804 9600 Suíomh | Web [www.comreg.ie](http://www.comreg.ie)

1. On 24 May 2024, ComReg invited submissions by way of ComReg Consultation 24/38,<sup>1</sup> in respect of a draft decision to approve, subject to certain conditions, a wholesale FTTH discount scheme notified by Eircom further to the requirements set out in ComReg Decision D05/24 (hereafter, “**the discount scheme**” or “**WN024-010**”). The consultation, which closed on 24 June 2024, followed engagement between Eircom and ComReg including requests for further information and clarifications as regards the discount scheme. Eircom indicated during that engagement that while it was possible that it would notify additional discount schemes or promotions in respect of FTTP-based VUA in future, it had at that time no plan to introduce other discount schemes or promotions.
2. Subsequently, on 31 May 2024, Eircom notified to ComReg pursuant to Decision D05/24, wholesale notification WN2024-021, which is an FTTP promotional offer in respect of Eircom’s 1Gbps FTTH offering (namely, Open eir’s NGA VUA Standalone 1000Mbps product) (“**the 1Gbps FTTP promotion**”). The 1Gbps FTTP promotion consists of a €2 price reduction on Eircom’s NGA VUA Standalone 1 Gbps product (and Bitstream) to apply for a period of 2 years for connections to 1 Gbps FTTP VUA/Bitstream made during a six month period (proposed to be 1 November 2024 to 30 April 2025). The promotion applies to all new connections and upgrades to 1 Gbps FTTP but not to existing FTTP 1Gbps customers. The promotion will not transfer between Access Seekers so that an Access Seeker winning a 1 Gbps customer during the two year period that the promotion applies in respect of that customer will not benefit from the discount.
3. The terms and conditions notified by Eircom under WN2024-021 are set out in Annex 1.
4. The promotion may be cumulated with other discounts and promotions, including discount scheme WN2024-010. This means that an Access Seeker qualifying for both WN2024-010 and WN2024-021 would receive cumulative discounts to the value of €5 of the 1Gbps FTTP headline price (€2 from the 1Gbps FTTP promotion and €3 from WN2024-010). For example, the existing FTTP VUA 1Gbps price of €28.50 would be reduced to €23.50 for a two year period should the Access Seeker benefit from the 1Gbps FTTP promotion in tandem with WN2024-010.
5. ComReg at this stage of its review of WN2024-021 has not identified any serious concerns with the promotion on a standalone basis (that is to say without factoring the cumulative effect of WN2024-010). ComReg notes in this regard the scope of the promotion (which applies only in respect of FTTP 1 Gbps VUA and Bitstream), its structure (open to all Access Seekers the only condition being that take-up is a new connection or upgrade) and that it will be on offer for a limited period of time (6 months).

---

<sup>1</sup> ComReg Consultation 24/38, Draft Decision on Assessment of a wholesale FTTH discount scheme notified by Eircom Limited under ComReg Decision D05/24, 24 May 2024.

6. However, ComReg notes that the promotion may be cumulated with the discount scheme and was notified at a time when a consultation in respect of WN2024-010 was ongoing, in circumstances where Eircom confirmed no more than 4 weeks prior to notifying WN2024-021, that it had no plan to introduce additional discounts or promotions for FTTP VUA. In these particular circumstances and in the interest of transparency, while ComReg at this stage is still assessing WN2024-010 including the cumulative effect with WN2024-021, ComReg is of the view that Access Seekers should be given the opportunity to offer further views and information and data in respect of the discount scheme (WN2024-010) in the knowledge that the promotion notified under WN2024-021 may also apply for part of the time that the discount scheme would be operational.
7. Accordingly, ComReg has decided to re-open Consultation 24/38 for a short period of time so that stakeholders have the opportunity to offer any additional views, and additional information and data, that they consider are relevant to ComReg's assessment of the discount scheme notified under WN2024-010, having regard to WN2024-021. Further submissions should be sent by email to [wholesalepricing@comreg.ie](mailto:wholesalepricing@comreg.ie) on or before **5:30pm** on **19 July 2024**. Submissions received after this date may not be considered. Provided that ComReg is otherwise satisfied that it has all the necessary information, ComReg intends then on concluding its assessment of both the discount scheme and the promotion on or before **30 August 2024**, within 3 months of notification of WN2024-021.
8. For the avoidance of doubt, ComReg does not intend to conduct another separate consultation in respect of its assessment of the promotion notified under WN2024-021.

## **Annex 1: Notified Price List**

A 1.1 Eircom price list – clean (24/57a)

A 1.2 Eircom price list – tracked (24/57b)