

ONE STUDENT – BUNDLED PRODUCT

Unlimited Student

~~1500 ALL~~ / 900 ALL

- Unlimited Min (3000 min)
- Unlimited SMS (3000 min)
- Unlimited Internet (20GB)
- Unlimited Music (100GB)
- E-Learning (100GB)
- Contract 12M/24M

HomeNet

~~1500 ALL~~ / 900 ALL

- Unlimited DATA (100GB)

Product Price: ~~3000 ALL~~ / 1500 ALL

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ÇDO DITË MËN

ONE STUDENT – PORTFOLIO OF BENEFITS

Unlimited Student ~~1500 ALL~~ / 900 ALL

- Unlimited Min (3000 min)
- Unlimited SMS (3000 SMS)
- Unlimited Internet (20GB)
- Unlimited Music (100GB)
- E-Learning (100GB)
- Contract 12M/24M

1

Device

▪ Subsidy

1Y contract = 1 * 900 = 900
2Y contract = 2 * 900 = 1,800

▪ Installment

@ One Shops

2

HomeNet Standalone

~~1500 ALL~~ / 900 ALL

- Unlimited DATA (100GB)

3

Benefits Beyond

- Free FUN ZONE Benefits (shopping, e-books)

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CGO DITÉ MĚN

STUDENTS IN ECONOMIC DIFFICULTIES

One Unlimited Surf +
1400 ALL/month / 50% off
40 GB Internet
Unlimited – 256kbps
For 12 months



For
FREE

WiFi modem for FREE plus discount
Unlimited Surf+ (50% discount)
Other options Discounted MRC may
go up to 500 ALL

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HOMENET STUDENT

HomeNet Student

~~1500 ALL~~ / 900 ALL

- Unlimited Data (100GB)

- Internet at home in the simplest and most practical User friendly (plug & surf)

ISP solution needs technician's assistance

- Excellent quality of service in terms of speed (the same as mobile)

Price of ISP packages is driven mainly by speed (higher price / high speed)

- Offers possibility to change location. Students can use it at home and in university premises (up to 5 locations)

ISP offers only one location

ONE UNLIMITED STUDENT

Unlimited Student

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- Contract 12M/24M

- Minutes and SMS are valid to national destinations
- When consuming 20GB, speed is reduced to 64kbps
- Music Streaming will be accessed within One App
- E-Learning will offer FREE access to:
 - **Microsoft Teams**
 - **Zoom**
 - **Google Classroom**
- When more is wanted, just recharge and continue
- Monthly invoice will always be 900 ALL
- Discounts for all models of devices at One shops. Discount up to 1800

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QUỐC DĨ TẾ MẸ N

STUDENTS AS AMBASSADORS

- Dedicated sales channel in University premises
- Students themselves will be involved in sales process
- Students will have possibility to sell and to get commissions
E.g per each activation will profit 50% of the monthly fee
- If they bring us students as clients, they get something back

ONE POSITIONING – MOBILE PLAN

		One Student	Albtelecom Control 900	Albtelecom Control 1500	Vodafone Next X+	Vodafone Next 1
Nominal Price (ALL)		1500	900	1,500	1,000	1,500
Discounted Price (ALL)		900	720	1,200	1,000	1,500
Minutes	Fiks	3000	2000	2000	800	2500
	Kombëtare		2000	2500		
	Ndërkombëtare	-	10	30		20
SMS	Brenda rrjetit	3000	2000	2000	250	2500
	Kombëtare		200	250		
	Ndërkombëtare	-	30	50		250
Internet	Internet	20 GB	9 GB	24 GB	3GB	18GB
	Music Streaming	100GB				
	E-Learning	100GB	100GB	100GB		

Albtelecom offers 3ple data, and 20% discount in monthly fee
 Vodafone has offered 3ple data only, but is not valid currently
 In the table are shown increased data volumes of competition

ONE POSITIONING – INTERNET @HOME

		One HOMENET	Albtelecom Super Fibra Internet	Vodafone GIGA Fibra
Nominal Price (ALL)		1500	1200	1,400
Discounted Price (ALL)		900	600	999
Internet	Internet	100GB Unlimited (256kbps)	Unlimited	Unlimited
	Speed	up to 150 mbps	16 mbps	30 mbps
	Location to access	5 locations	1 location	1 location
	Instalation	Plug & Surf	Technical Support needed	Technical Support nee
Combo Price (Mobile & Intenet @ Home)		1500 ALL	1800 ALL	1999 ALL

Albtelecom is offering the discount by saying 6 months for free

VF is not offering any dedicated plan for students. The table includes the lowest regional price