



2nd September 2014

Mr Michael Byrne
Chief Executive
CICRA
2nd Floor Salisbury House
1-9 Union Street
St Helier JE2 3RF

Dear Michael

Having considered the Initial Notice issued by the JCRA and Draft Decision issued by the GCRA on 5 August 2014 in relation to the business connectivity market review, JT would like to make the following comments:

1. From JT's experience, the manner in which this programme was run by Ibex Consultants should stand as the future template for such complex matters. While JT has previously had concerns that its submissions were either not listened to or understood, the manner in which Ibex considered and checked their understanding of JT's position, and then explained their rationale for rejecting or accepting JT's points, was first-rate.
2. That is not to say that we fully agree with some of the conclusions, but the manner in which we were listened to and the responses received from Ibex explaining the final position mean that we understand and accept the conclusions.
3. We note that that while CICRA continues to aim for a Pan Channel Island approach to regulation and has applied the same market review process consistently across both islands, the outcomes differ. CICRA has rightly recognised these differences when making its recommendations for Jersey and Guernsey. JT supports this approach as it vitally important that market differences are carefully considered and dealt with appropriately in relation to each distinct market.

Yours sincerely

DARAGH MCDERMOTT
DIRECTOR CORPORATE AFFAIRS