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Press Release from the Alliance of Telecommunications Terminal Equipment Manufacturers

## **Survey: 80 percent of users reject obligatory routers - consumers value independence**

The Alliance of Telecommunications Terminal Equipment Manufacturers (VTKE) can look back very positively on three years of freedom of choice when it comes to terminal equipment. For many users, freedom of choice at internet connections is very important and they therefore decide to purchase a device in store or online. The free choice of terminal equipment is thus proving to be a successful model.

### **80 percent value freedom of choice**

A recent study\* underlines the importance of freedom of choice of terminal equipment for users: Around 80 percent of those surveyed said that having the option of using their own terminal device is important to them. This enables them to choose a product that best meets their actual needs when it comes to performance, functionality and safety.

Consumers are also making active use of their rights. Many users make the decision to purchase a device from a retailer. In recent years, millions of terminal devices have been purchased freely on the market, i.e. not provided by the provider.

### **Free choice of terminal equipment leads to more variety on the market**

On 1 August 2016 the necessity to use obligatory routers was abolished by law in Germany. Since then, private and commercial end users in Germany have once again been free to choose whether they want to purchase a terminal device from a retailer or use the one from the provider for all access technologies (DSL, cable, fiber optics and LTE).

The reinstated competition for the best terminal device - such as routers, telephones, telephone systems, alarm systems etc. - has led to a greater variety of innovative, high-performance products on the market. This benefits users in particular, who now have the option of purchasing a product that best suits their needs.



**\*Source: VTKE survey conducted by the market research institute Kantar from 27 June to 1 July 2019 / 1,051 respondents aged 18 to 69 in Germany**

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