



A COMPLETE GUIDE TO

Select ISP (Internet Service Provider) in Thailand

Topics:

1. Top 5 list of ISPs in Thailand
2. What Corporate Internet circuit offered available
3. Capabilities of each ISP
4. Sample Costs for Corporate Internet Circuit

sales@itpattana.com

IT Pattana
Quality Outsource Service

List of ISP (Internet Service Provider) in Thailand

1. True <https://truebusiness.truecorp.co.th/en/solution/network-solution>
2. AIS <https://business.ais.co.th/solution/en/corporate-internet.html>
3. UIH <https://www.uih.co.th/en/internet-solutions-vas/internet-solution/corporate-internet>
4. Symphony
5. NT

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List of ISP (Internet Service Provider) in Thailand

Background: Some of ISP companies grew from Telco companies, some grew from Mobile companies. **Please note that this guide focuses on Corporate ISP services, and not home ISP services.**

1. True Corporate <https://truebusiness.truecorp.co.th/en/solution/network-solution>

True grew from a mobile company. True is #2 mobile operator in Thailand. (The #1 mobile operator is AIS).

As mobile operator, True offers 4G,5G telephone network throughout Thailand. In the past few years, True has aggressively expanded the Fiber optic Land line in many industrial areas specially in EEC (Eastern Economic Corridor) of Thailand.

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Now (in Y2022), True mainly offers the below Corporate Internet Circuits

- Business Internet (1 Fixed IP)
 - Suit for SMB and Small Factory
 - Cheap (2,000THB – 5,000 THB Per month) and High Sharing Ratio
- Corporate Internet (Multiple Fixed IP) with Corporate Grade Fiber Node
 - Suit for Medium to Large Corporations
 - Medium price (15,000THB – 50,000 THB Per month) with Low Sharing Ratio, and SLA
- MPLS
 - For Large Corporates who already have MPLS in its Global or Regional offices and want to extend to their branches in Thailand. MPLS is the most expensive.
- SD-WAN
 - Also for Corporate who have SD-WAN in its Global or Regional offices and want to extend their branches in Thailand
 - SD-WAN is a new Service aiming to replace expensive MPLS

List of ISP (Internet Service Provider) in Thailand

2. AIS <https://business.ais.co.th/solution/en/corporate-internet.html>

AIS also grew from a mobile company. AIS is #1 mobile operator in Thailand, and in 2020 AIS acquired a consumer Internet ISP, 3BB. 3BB is the consumer ISP focusing on home Fiber optic Internet circuits.

As mobile operator, AIS offers 4G,5G telephone network throughout Thailand. In the past few years, AIS has aggressively expanded the Fiber optic Land line in many industrial areas specially in EEC (Eastern Economic Corridor) of Thailand.

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Now (in Y2022), **AIS** mainly offers the below Corporate Internet Circuits
Different from True, **AIS** seems not offering Cheap business internet circuit.
So, **AIS** Internet package usually starts from Corporate Internet with Multiple fixed Ips
In stead, for cheap Business Internet, **AIS** rather prefers customers to use their 5G network

- 5G Router for Business Internet (Dynamic or Fixed IP) <https://business.ais.co.th/5g/en/>
 - Cheap (2,000THB – 5,000 THB Per month). Also AIS offer SD-WAN as part of it 5G network
- Corporate Internet (Multiple Fixed IP) with Corporate Grade Fiber Node
 - Suit for Medium to Large Corporations
 - Medium price (15,000THB – 50,000 THB Per month) with Low Sharing Ratio, and SLA
- MPLS
 - For Large Corporates who already have MPLS in its Global or Regional offices and want to extend to their branches in Thailand. MPLS is the most expensive.

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3. UIH <https://www.uih.co.th/en/internet-solutions-vas/internet-solution/corporate-internet>

Differ from True and AIS, **UIH** is not a mobile company. So **UIH** can only offers its Internet Fiber circuit.

To support growing economic in Thailand, **UIH** has also aggressively expanded its Fiber optic Land line in many industrial areas specially in EEC (Eastern Economic Corridor) of Thailand.

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- IPLC (International Private Leased Circuit) : **UIH** offers a dedicated bandwidth, focusing on international Internet circuit for Enterprise that have its Global headquarters and want to connect to its branch in Thailand. Usually corporates will use UIH IPLC to establish its Site-to-Site VPNs with the HQ
- MPLS : **UIH** also offers only MPLS domestically and internationally. For domestic MPLS, **UIH** offers for a Corporate who has HQ and many branches in many provinces in Thailand. The benefits of this domestic MPLS is that **UIH** can manage the connectivities from its NoC (Network Operation Center) for customers
For International MPLS, just like True and AIS, **UIH** has partners with MPLS Service providers around the globe in order to offer the service to Corporate who has entity in Thailand and want to connect to its Global MPLS network.
- SD-WAN : **UIH** also aggressively competes in new promising and cheap Internet solution; SD-WAN

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List of ISP (Internet Service Provider) in Thailand

4. Symphony <https://www.symphony.net.th/coverage-area/industrial-estates-area/>

Differ from True and AIS, **Symphony** is not a mobile company. Just like UIH , **Symphony** can only offers its Internet Fiber circuit.

Symphony aims mainly to grow its presences in Industrial Estates in Thailand.

Similar to other ISPs, **Symphony** offers Domestic and Internationally Internet services such as IPLC (International Private Leased Line Circuits) where the customers buys this service to build Site-to-Site VPN with their regional sites, MPLS circuits.

However, **Symphony** has not yet offer any of SD-WAN service in their portfolio.

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List of ISP (Internet Service Provider) in Thailand

4. Symphony <https://www.symphony.net.th/coverage-area/industrial-estates-area/>

From IT Pattana experience, **Symphony** has partners with Industrial Estate Owners and offer a total outsourced Internet Services to those Industrial Estates.

The example of Industrial Estates who outsource Internet services to **Symphony** is Pinthong Industrial Estates <https://www.pinthongindustrial.com/en/home-2/>

That means **Symphony** will be the Internet or Fiber optic incumbents in the Industrial Estate areas. However, the customers in the Industrial Estates can still choose other ISPs as their choices, and those other ISPs will ride their services through **Symphony** lines.

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5. NT (National Telecom Company) <https://www.ntplc.co.th/#>

The last ISP that worth mentioning is the **NT**. In 2002, Thai government demanded that CAT (Communication Authority of Thailand) and TOT (Telephone Organization of Thailand) were to merge together and became **NT** (National Telecom Public Company)

TOT and CAT were kind of State Enterprises who were monopolize the Telco and International Internet Gateway for Thailand.

However, in the past decade, both TOT and CAT were suffered from their inefficiency operation compared to other pure business lead ISPs

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As a result, TOT and CAT have lost many of their Internet services to other new ISPs (such as True, AIS, UIH and Symphony) who run their businesses and services more efficiently.

NT can also all kind of Telephone and Internet services ranging from 4G/5G, Internet leased lines, IPLC, MPLS including SIP Trunk telephones.

However, most of **NT** 's customers are still in government sectors such as Schools, State hospitals, and Government offices around the country.

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Key Take Away

TRUE and AIS : are working very hard to expand its 5G network, and also expand its fiber optic network through out the country. According to EEC announcement, True and AIS plan to have their 5G network covered 50% of EEC areas in year 2023

UIH and Symphony : rely on only Fiber optic network. UIH seems to have difficulty differentiating itself from just providing Internet. Symphony seems to better partner with Industrial Estate to act as single point of Internet services to the Industrial Estate customers.

NT : still have full fledged of Telephone and Internet services. However, their Service and SLA are still not the best. Yet, NT still is the best in SIP Trunk telephone service provider.

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Sample of Internet Quotes from ISPs

บริษัท ซิมโพนี คอมมูนิเคชัน จำกัด (มหาชน)
Symphony Communication Public Company Limited
123 ชั้นทาวเวอร์ส อาคารบี ชั้น 35-37 ถนนวิภาวดีรังสิต แขวงจอมพล เขตจตุจักร กรุงเทพฯ 10900
123 Sun Towers Building B, 35th-37th Floor, Vibhavadee Rangsit Road, Chomphon, chatchak, Bangkok 10900
โทร. (Tel.) 0-2101-1111 แฟกซ์. (Fax.) 0-2101-1133 ทะเบียนเลขที่.(Registration No.) 0107553000107



ใบเสนอราคา / QUOTATION

ชื่อลูกค้า (Customer Name) :	บริษัท (ไทยแลนด์) จำกัด	เลขที่ (Reference No.) :	QO-210-1111/6/1
ที่อยู่ลูกค้า (Customer Address) :	เลขที่ 333 หมู่ที่ 1 แขวง ดาลีทรี เขต อ.ปลวกแดง ระยอง รหัสไปรษณีย์ 21140	วันที่ (Date) :	14 ก.พ. 2565
ผู้ติดต่อ (Contract Person) :	คุณ	ผู้ขาย (Sales Name) :	คุณ
โทร. (Tel.) :	0 3 01 1111	โทร. (Tel.) :	089 11111401
โทรศัพท์มือถือ (Mobile Phone) :	091 611111	อีเมล (Email) :	info@symphony.net.th
อีเมล (Email) :	info@symphony.net.th		

ขอเสนอราคา มาเพื่อพิจารณาโดยรายละเอียดดังต่อไปนี้/we are pleased to offer the special price for our premium service by following

รายการ (Item)	บริการ (Service)	รายละเอียดบริการ (Description)	ค่าบริการ/ครั้งเดียว (One Time Charge)		ค่าบริการ/เดือน (Monthly Fee)		รวม (Total)
			OTC	THB	THB	THB	
1	Direct Internet Service	Internet Bandwidth 50/20Mbps <u>สถานที่ให้บริการ (Detail of Location)</u> ต้นทาง (Origination) บริษัท ซิมโพนี คอมมูนิเคชัน จำกัด (มหาชน) ชั้นทาวเวอร์ส ชั้น 35 เลขที่ 123 อาคาร ชั้นทาวเวอร์ส อาคารบี ชั้น 35 ถนนวิภาวดีรังสิต แขวงจอมพล เขตจตุจักร กรุงเทพมหานคร รหัสไปรษณีย์ 109000 <u>Equipments & Add-on Services</u> <u>Service Offering Include</u> - On-site installation (Media & Router) - Real-time web-based bandwidth utilization graph - Primary and Secondary (DNS) - Domain Name Parking x 1 domain (during contract) - IP Address 8 IP Address - Automatic E-Mail alert to inform an incident - Email Relay (Outbound) - Testing period for Free days after installation - Included Building Fee OTC THB			9,000.00	12 Month(s)	108,000.00
		ปลายทาง (Termination) บริษัท (ไทยแลนด์) จำกัด อาคารพาไอ เลขที่ 55 ชั้น ทาวเวอร์ ชั้น 2 ถนน สีลม แขวง สีลม เขต บางรัก กรุงเทพมหานคร					
		1) Router-CISCO-CISCO 2911					
		รวม (Total)			9,000.00		108,000.00
		ภาษีมูลค่าเพิ่ม 7% (Vat 7%)			630.00		7,560.00
		รวมทั้งหมด (Grand Total)			9,630.00		115,560.00

Sample of Internet Quotes from ISPs

บริษัท ซิมโฟนีย์ คอมมูนิเคชัน จำกัด (มหาชน)
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123 Sun Towers Building B, 35th-37th Floor, Vibhavadee Rangsit Road, Chomphon, chatchak, Bangkok 10900
โทร. (Tel.) 0-2101-1111 แฟกซ์. (Fax.) 0-2101-1133 ทะเบียนเลขที่.(Registration No.) 0107553000107



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ชื่อลูกค้า (Customer Name) :	บริษัท ซิมโฟนีย์ คอมมูนิเคชัน จำกัด	เลขที่ (Reference No.) :	QO-221111-1111
ที่อยู่ลูกค้า (Customer Address) :	เลขที่ 123 ถนนวิภาวดีรังสิต แขวงจอมพล เขตจตุจักร กรุงเทพฯ 10900 ระยอง รหัสไปรษณีย์ 21140	วันที่ (Date) :	14 ก.พ. 2565
ผู้ติดต่อ (Contract Person) :	สมชาย ใจดี	ผู้ขาย (Sales Name) :	สมชาย ใจดี
โทร. (Tel.) :	02-101-1111	โทร. (Tel.) :	081-1111-1111
โทรศัพท์มือถือ (Mobile Phone) :	081-1111-1111	อีเมล (Email) :	sales@symphony.net.th
อีเมล (Email) :	sales@symphony.net.th		

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			OTC	THB	MRC	THB		THB	THB
1	Direct Internet Service	Internet Bandwidth 300/100Mbps <u>สถานที่ให้บริการ (Detail of Location)</u> ปลายทาง (Termination) บริษัท ซิมโฟนีย์ คอมมูนิเคชัน จำกัด ชั้น 35-37 ถนนวิภาวดีรังสิต แขวงจอมพล เขตจตุจักร กรุงเทพฯ 10900 เลขที่ 123 ถนนวิภาวดีรังสิต แขวงจอมพล เขตจตุจักร กรุงเทพฯ 10900 <u>Equipments & Add-on Services</u> 1) Cisco Router series 3900 - 3925E Redundant AC Power Supply <u>Service Offering Include</u> - On-site installation (Media & Router) - Real-time web-based bandwidth utilization graph - Primary and Secondary (DNS) - Domain Name Parking x 1 domain (during contract) - IP Address 16 IP Address - Automatic E-Mail alert to inform an incident - Email Relay (Outbound) - Testing period for Free days after installation - Included Building Fee OTC THB			25,000.00		12 Month(s)	300,000.00	
รวม (Total)					25,000.00			300,000.00	
ภาษีมูลค่าเพิ่ม 7% (Vat 7%)					1,750.00			21,000.00	
รวมทั้งหมด (Grand Total)					26,750.00			321,000.00	

Sample of Internet Quotes from ISPs



True Internet Corporation Company Limited

บริษัท ทรู อินเทอร์เน็ต คอร์ปอเรชั่น จำกัด

18 True Tower , Ratchadaphisek Road, Huai Khwang, Bangkok 10310

18 อาคารทรู ทาวเวอร์ ถนนรัชดาภิเษก แขวงหัวขวาง เขตวังทองหลาง กรุงเทพฯ 10310

Tax ID. 0105549025026

ใบเสนอราคา / Quotation

ผู้ติดต่อ /Attn: คุณ ก้องเกียรติ / 033 000 0000

บริษัท /Company: บริษัท เทคโนโลยี จำกัด (ไทยแลนด์) จำกัด

โทรศัพท์ /Tel: 038 000 201

โทรสาร /Fax:

E-mail:

เลขที่ /Ref No : TICC/CORP-SME, 0007/03, 0000006

วันที่ /Date : 4-Mar-2022

จาก /From : Mr. Long, Pawan

โทรศัพท์ /Tel : 089-000-440


โทรสาร /Fax : 0-261-1114

E-mail : long.pawan@truecorp.co.th

บริษัท ทรู อินเทอร์เน็ต จำกัด มีความยินดีขอเสนอราคา สินค้าและบริการ ตามรายการดังต่อไปนี้
We have pleasure in submitting our quotation as following term and condition.

ลำดับ Item	รหัสสินค้า Code	รายการ Description	จำนวน Qty.	ราคา/หน่วย Unit Price	จำนวนเงิน / Total Price	
					ค่าติดตั้ง / ค่าแรกเข้า Installation / One	Monthly Fee
1	<input type="checkbox"/>	Internet Service Via MPLS VLL Corporate Package (Dedicate Link 1:1) Service Fee. Domestic & Inter Bandwidth 50Mbps/50Mbps Main Link	1	48,500	-	48,500
	<input type="checkbox"/>					
	<input type="checkbox"/>					
		<u>Included for Item 1 : Internet Service Via MPLS VLL</u> 1. Unlimited Internet Usage per month from TRUE Internet 2. Public IP 8 IP 3. Include Network From customer's site to Trueinternet 5. Cisco 1941 for Main Link 6. MRTG Graph (Real-time Bandwidth statistic Utilization via Website) 7. Free SMS Alert via Mobile Phone (DTAC,AIS,TRUE) 8. Full Bandwidth Guarantee real time 9. Engineer and Monitoring Support 24 hours x 7 days (Corpcare 02-9009121)				
ราคารวม / Total					-	-
ภาษีมูลค่าเพิ่ม / Vat 7%					-	-
ราคารวม Vat					-	-

Sample of Internet Quotes from ISPs

 บริษัท แอดวานซ์ ไวร์เลส เน็ทเวอร์ค จำกัด : ADVANCED WIRELESS NETWORK Company Limited 414 ถนนพหลโยธิน แขวงสามเสนใน เขตพญาไท กรุงเทพมหานคร : 414 Phaholyothin Road, Samsen-Ngai, Phayathai, Bangkok			
ใบเสนอราคา / QUOTATION			
เรียน/To บริษัท จำกัด..... ชื่อผู้ติดต่อ/Contact Name ที่อยู่/Address 4 Moo 4, T.Tasit A.Pluakdeang, Rayong 21140	เลขที่/No : AWN-QT-2105 001002 วันที่/Date : ...25/3/2021..... ชื่อ/Name : Phikun Buskaew โทร/Tel :092 - 80 1..... อีเมล/e-mail :@ais.co.th		
ค่าบริการรายเดือน/Monthly Charge Host (1) สถานที่/Location บริษัท (Thailand) Ltd Main Corporate Internet Speed 400 Inter Mbps. /400 Domestic Mbps.	56,500	1.00	56,500.00
เงื่อนไขเพิ่มเติม/Additional Conditions * ระยะเวลาให้บริการ/Service Duration 12 Months * ...N/W Availability 99.90 %..... * ...IP Fix 16 IP... - Including Rental Router 1 Unit - 24 Hrs. x 7 Day Call Center and Network Operation Center (NOC) Support at 1740 - 24 Hrs x 7 x 365 day Engineer onsite for setup, service and maintenance - 40 service center nationwide - Monitoring and SMS Alert (24 x 7 x 365) - MRTG report access on Web - Unlimited Usage and Up/Down Stream Full Bandwidth - Internet Gateway connect to Tier 1 network operator			
รวมค่าบริการรายเดือน/Total Monthly Charge			56,500.00
อัตราภาษีมูลค่าเพิ่ม/Vat Rate			7% 3,955.00
(หกหมื่นสี่ร้อยห้าสิบบาทถ้วน) / (sixty thousand and four hundred and fifty-five baht)			รวมค่าบริการรายเดือนทั้งสิ้น/Net Onetime Charge
			60,455.00

Sample of Internet Quotes from ISPs



เบอร์โทรแจ้งเหตุ 0107546000229

Quotation

CAT Customer Service Office-Pluakdaeng
 147/15 Moo 4, T.Pluakdaeng,
 A.Pluakdaeng , Rayong 21140
 Tax ID:0107546000229 Branch no. 01381
 Tel. : 033-658-089 , Fax : 033-658-088

Customer Name : HESIE S Co.,Ltd.
 HESIE T.Khaokansong
 A.Sriracha
 Chonburi 20110, Thailand
 e-mail: hesie@hesie.com
 Tel. No. : 033-658-089
 Customer Ref:K5-kul

OT No.PKD-CAT Sip Connect-01381
 Date :4/12/2018
 Valid Date 30 Days
 Currency: Thai(Baht)
 e-mail: service@cattelecom.com
 Mobile No.(010) 0000000
 Sale Contact :Mr.Chree Phongsakul

Item	Description	Price (Baht)
1	CAT SIPCONNECT(IP peering) : 100 DID number 30 concurrent	
	One Time Charge	
	- Intallation Charge	Free of Charge
	Recurring Charge	
	- Monthly Charge (100 DID number 30concurrent)	7,500 baht
	* Additional channel is 100 bhat/month (Get 1 DID no. free)	
	* Additional DID no. is 60 bhat/month (no additional channel)	
	Usage Charge : Domestic rate	
	- Mobile and long distane Call	1 baht/minute
	- Local Call (same province)	3 baht/time
	Usage Charge : Oversea rate	
	- Please see reference CAT009	start 1 baht/minute
2	Inhouse Connect (Access Core Fiber Optic) 1 Core;Monthly charge	7,000 Baht
	Installation charge(One Time Charge)	12,500Baht



Thank You.



Sakul Tunboonek



+66 81 689 5915



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