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भारत संचार निगम लिमिटेड  
(भारत सरकार का उपक्रम)  
BHARAT SANCHAR NIGAM LIMITED  
(A Govt. of India Enterprise)

To,  
**Advisor (Broadband & Policy Analysis),**  
Telecom Regulatory Authority of India,  
Mahanagar Doorsanchar Bhawan,  
Jawahar Lal Nehru Marg,  
(Old Minto Road), New Delhi-110002

(Kind Attn: Shri. Sunil Kumar Singhal)

No. Regln/1-4/2011/9333

Dated: 30-10-2019

**Sub:** BSNL counter comments on the comments on TRAI's Consultation Paper on  
Review of Interconnection Usage Charges

Kindly refer to TRAI's Consultation Paper no.13/2019 dated 18-09-2019 on "Review of Interconnection Usage Charges" and this office letter dated 18-10-2019 vide which BSNL has submitted its comments on the aforementioned consultation paper.


In view of the comments submitted by other TSPs to TRAI on the aforementioned consultation paper, the counter comments of BSNL is as below:

1. It is not appropriate on part of M/s Reliance Jio to link Interconnection Usage Charges to Hon'ble Prime Minister's DIGITAL INDIA vision and mission and use words such as undermines and sabotages.
2. Hon'ble Prime Minister's DIGITAL INDIA vision and mission is equally applicable to all TSPs and all TSPs strive to contribute to it. No TSP should be allowed to espouse and wrongfully influence TRAI and public in its name.
3. Applicability of Mobile Termination charge or any other IUC is not at all anti-poor, anti-technology, or bad in law. Only a new TSP who has least expenditure in rollout can afford to say thus. It is emphasized that cost of termination of call in the network varies from TSPs to TSPs depending upon its network establishment and its operation. All the TSPs are not placed at equal footing with respect to network establishment, technology, operation and time of entering into the business. The TSPs who came initially had different technology and different sets of License conditions and TRAI Regulations at that time than what prevailed subsequently and further than what is prevalent today. The capital cost employed by incumbent TSPs in initial rollout, network establishment and customer creation and subsequent recurring costs cannot be matched by new entrant who has all readymade available in a platter of plate.
4. BAK or low termination charge always helps new TSPs while burdening old and incumbent TSPs. It is anti-competitive which gives incentive to new TSP to flutter for monopolistic regime.
5. Whether it is 2G, 3G, 4G, 5G or any other technology - what technology service is suited to individual customer is customer's choice and cannot be dictated by any TSP. No technology is obsolete as long as there is sizable customer base and preferred by a sizeable customer. Only a customer can decide the technology best suited for them.

Many a times 'OLD IS GOLD". There may be many customers who are simultaneously using 2G/ 3G and 4G depending upon their requirements.

6. Even as only a Consultation Paper was floated by TRAI within the provisions in the extant Regulation, M/s Reliance Jio has gone on record blaming TRAI as well as incumbent operators and increasing their tariffs making special reference to regulatory Interconnection Usage Charges. It is worth mentioning that while no change/ increase in Mobile Termination Charges has taken place; however, in the name of Mobile Termination Charges an environment has been created by the TSP to put blame on TRAI as well as incumbent operators while they increased its tariff. It is also worth noting here that when Mobile Termination Charges were decreased from 0.14 p to 0.06 p, no corresponding decrease in tariff was affected by M/s Reliance Jio. At that time almost all major TSPs had argued for increase in Mobile Termination Charges and the only major benefitted TSP of decreased Mobile Termination Charges was M/s Reliance Jio.
7. IUC is right of every Telecom Service Provider as it facilitates the TSP to recover the somewhat the cost of termination of calls in its network. It is not a source of profit. And the cost to an existing TSP cannot be compared to the cost to a new TSP. A new TSP may have very negligible cost due to technology advancement and ultra low employee count; however, existing TSPs cannot be expected to match the new TSP operational architecture. Even if the existing TSP is to deploy new technology, it has to consider its existing subscriber base in the existing technology as well as capital in hand.
8. The tariff is not decided by Interconnection Usage Charges alone. It may be just a small component to overall tariff that is offered by the TSP to its customers.
9. If M/s Reliance Jio pays Mobile Termination Charges to other TSP it also receives the same for calls terminating on its network. However, no other major TSP has ever supported BAK or low Mobile Termination Charges.
10. A TSP – which disrupted the whole Telecom Market through its pseudo predatory pricing and freebies, may not be allowed to go scot-free for midway increasing tariff and putting entire blame for the same on the Authority and incumbent operators.

This is for kind consideration please.

  
30.10.19  
(Ved Prakash Verma)  
AGM (RegIn-II)