

Before deciding on floor price, is it not sensible to analyse and decide on the following issues?

1. What is the degree to which the present state is a result of managerial decision made by the telcos?
2. What set of actions can be taken by the licensor and the regulator to lessen the amount of distress?
3. Should the business model used by the companies be blamed for the prevailing situation?
4. Is the wrong choice of technology by the operators responsible for the current condition?
5. Are the incumbent operators in the proverbial “penalty of taking lead” trap?