



Hotel Association of India

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**Mr. Wasi Ahmad  
Advisor (B&CS)  
Telecom Regulatory Authority of India  
Mahanagar Doorsanchar Bhawan  
Jawahar Lal Nehru Marg  
New Delhi – 110 002**

**Subject : TRAI Consultation Paper on “Tariff Issues Related to Commercial Subscribers”**

Sir,

The Hotel Association of India (HAI) takes this opportunity to thank the Telecom Regulatory Authority of India for providing an opportunity to the stakeholders’ to offer their views/suggestions on the “Tariff Issues Related to Commercial Subscribers”, outlined in the TRAI Consultation Paper dated 14<sup>th</sup> of July, 2015.

The comments of the members of the Hotel Association of India on the queries contained in the aforesaid Consultation Paper are as under :-

*1. Is there a need to define and differentiate between domestic subscribers and commercial subscribers for provision of TV signals?*

The member hotel companies of the Association are of the view that no differentiation is required to be defined between the domestic and commercial subscribers for provisioning of TV signals.

*2. In case such a classification of TV subscribers is needed, what should be the basis or criterion amongst either from those discussed above or otherwise? Please give detailed justification in support of your comments.*

No classification is required.

*3. Is there a need to review the existing tariff framework (both at wholesale and retail levels) to cater for commercial subscribers for TV services provided through addressable systems and non-addressable systems?*

It is considered that there is no need to review the existing regulatory mechanism both at wholesale or retail levels.

*4. Is there is a need to have a different tariff framework for commercial subscribers (both at wholesale and retail levels)? In case the answer to this question is in the positive, what should be the suggested tariff framework for commercial subscribers (both at wholesale and retail levels)? Please provide the rationale and justification with your reply.*

There appears no need to have a differential tariff framework; it should be left open to MSO/DTH/LCO to decide the rate/tariff for providing signals to the client, *i.e.* the end customer.

*5. Is the present framework adequate to ensure transparency and accountability in the value chain to effectively minimize disputes and conflicts among stakeholders?*

Yes, the present framework is adequate to effectively minimize disputes and conflicts among stakeholders.

*6. In case you perceive the present framework to be inadequate, what should be the practical and implementable mechanism so as to ensure transparency and accountability in the value chain?*

In this regard, reference is invited to the comments to Question No. 5.

*7. Is there a need to enable engagement of broadcasters in the determination of retail tariffs for commercial subscribers on a case-to-case basis?*

There is no need to engage Broadcasters in the determination of retail tariffs for commercial subscribers. It is desirable to leave the issue of retail tariff to the MSO/DTH or cable subscribers to decide with their respective subscribers, either ordinary or commercial or mass medium, in any form or manner.

*8. How can it be ensured that TV signal feed is not misused for commercial purposes wherein the signal has been provided for non-commercial purpose?*

HAI members are of the view that this issue should be decided between the MSO/DTH/LCO and the end user. No regulatory intervention is deemed necessary.

*9. Any other suggestion which you feel is relevant in this matter. Please provide your comments with full justification.*

HAI members consider that it would be desirable to maintain *status quo* in respect of the retail market between MSO/DTH/LCO and their subscribers. Since subscribers are of various types and various natures like the households, schools, professional institutions, colleges, public venues like airports, hospitals etc, some of them may be benefitting by earning money by using TV signals; they should be allowed to have a commercial arrangement *inter-se* with the MSO/DTH/LCO as to what tariff they agree to commercially. Let the market forces and healthy competition decide such commercial arrangements.

It is considered that any attempt to put in place a regulatory framework for commercial subscribers will lead to a situation which will be adverse to the open market mechanism and can lead to monopolistic and cartelization by the Broadcasters.

**It is hoped that the above suggestions/views of the members of the Hotel Association of India will receive due consideration by TRAI.**

**For  
Hotel Association of India**

**-sd/-  
Bharat Bhushan  
Director-Communications**