

**From:** stlink2000@yahoo.com

**Date:** 4 December 2021 at 8:27:03 PM IST

**To:** अनिल कुमार - Anil Kumar <advbcs-2@traai.gov.in>

**Subject:** Market Structure/Competition in the cable TV services

Respected sir,

I am a Cable Tv operator at South Kolkata Patuli Township. It is important to flash back our industry first.

I started Cable Tv business on the year 1992 with own 3 channels headend. Within 3 years I upgrade 12 channels and after 16 channels till 1996. On the year 1996 the big house like SITI Cable and RPG Netcom appeared in Kolkata as a MSO, presently TRAI given the identity DPO. From that period we all shut down our headend and lost our independent operators identity. Then we became Franchisee of the said corporate companies with our own network only. After that all the national Corporate players launched their business as the identity MSO/DPO and many DTH players in this Cable TV segment. The term MONOPOLY died after 1996. The MSO/DPOs started new plantation of Cable Operators in different parts of West Bengal. Every Big House viz. SITI Cable, DEN, HATHWAY, GTPL given pressure to go with them or, will give new one. There are 2/ SITI Cable, 2/DEN, 1/GTPL and 2/HATHWAY franchisees in my operating/declared area. Last 25 years I am fighting to grow my business and was unable to concentrate on any other business. Hope you can understand the result at the end of the day. All are trying to get the consumers in their favor with attractive offers. At the end of the day the price/ revenue slashed down and the Govt. also getting poor revenue. If you do feel this is the ideal plan from the Govt. to go with more competition and the consumers can enjoy more benefits, this can effect directly to the economy. Why the developed country can not adopted more competition formula or why the developed country peoples are not entering more and more in the Cable TV business to their country? You are aware recently the situation in the TELECOM sector. How many players ruling nowadays as was 10 years ago.

We are providing internet service from 2003 through copper and within that period I changed to Optical Fibre in my whole network. That time no attractive offers from Corporate Platforms. Recently, the Big Houses offering free installation, free plan with mobile, free Router etc etc. How are they eligible to offer this free items, when nothing free in our country.

My humble request not to give more space to the big house to rule only by them in the CABLE TV segment. We already stop to give new employment and day to day we are cutting overheads. Please check how many field staffs engaged at the big house and at the Cable Operators in a Pin Code. Hope you will give support on our field. If the system wants to kick us from this Cable Tv system, the employees have no other living option out of this.

Many Cable Operators are sending mail on your questions. I tried to share my experience and views only and hope this can clear the answers.

Thanking you,

Yours sincerely,  
Sandip Saha,  
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Regards