

Question 1: Do you think that the measures prescribed currently are adequate to ensure transparency in the tariff offers made by TSPs? If not, then, what additional measures should be prescribed by the TRAI in this regard? Kindly support your response with justification.

Answer 1- The measures are adequate.

Question 2: Whether current definition relating to “nondiscrimination” is adequate? If no, then please suggest additional measures/features to ensure “non-discrimination”.

Answer 2- Yes

Question 3: Which tariff offers should qualify as promotional offers? What should be the features of a promotional offer? Is there a need to restrict the number of promotional offers that can be launched by a TSP, in a calendar year one after another and/or concurrently?

Answer 3- Promotional offers may be considered-

The benefits offered to customers under packages on offer to a maximum of 90 days from the date of launch which can offer benefits like, unlimited free incoming calls while roaming on network, rebate in recharge, free internet access et.

Question 4: What should be the different relevant markets – relevant product market & relevant geographic market – in telecom services? Please support your answer with justification.

Answer 4- The extant TRAI approach on concept of dominance is elaborated in paras 3.4 & 3.5 in the concerned ‘Consultation Paper’.

Question 5: How to define dominance in these relevant markets? Please suggest the criteria for determination of dominance.

Answer 5- Dominance can be defined by the position of strength of an enterprise to influence competitive environment in the relevant market.

Question 6: How to assess Significant Market Power (SMP) in each relevant market? What are the relevant factors which should be taken into consideration? 30

Answer 6- As per the para 3.4 in the concerned ‘Consultation Paper’, SMP can be assessed in the relevant market.

Question 7: What methods/processes should be applied by the Regulator to assess predatory pricing by a service provider in the relevant market? Question 8: Any other issue relevant to the subject discussed in the Consultation Paper may be highlighted.

Answer 7- Delineation of relevant market, assessment of dominant position/significant market power (SMP) in the relevant market; and evaluation of whether the dominant enterprise is resorting to pricing below Average Variable Cost (AVC) with the intention of driving out competitors from the market.

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