



VIL/LT/2016-17/331  
August 19, 2016

**Shri Akhilesh K. Trivedi**

**Jt. Advisor (BB & PA)**

Telecom Regulatory Authority of India  
Mahanagar Doorsanchar Bhawan,  
Jawahar Lal Nehru Marg, Old Minto Road,  
New Delhi - 110 002

**Sub: Request for RJIL for augmentation of Pols for Access and NLD services**

**Ref: TRAI letter no. 10-6/2016 – BB&PA dated 19.07.2016**

Dear Sir,

This is with reference to your aforesaid letter seeking our response to the issues raised by RJIL.

In this regard, it is submitted that –

1. Vide letter dated 21.06.2016, RJIL gave us a forecast of the E1 capacity requirements for access and NLD/ILD Pols pan-India. However that projection is based on traffic generated by test users, who are availing services free of charge. Therefore it is not a reliable estimate of future capacity requirements. Only after the services are priced in the market, can the demand be properly assessed and projections be made based on the traffic volume. Therefore RJIL's requests for augmentation, based on projections that rely on volumes arising from free services, are not correct.
2. We would also like to clarify that augmentation requests were received from RJIL for the first time in June-July 2016. There were no previous requests pending at our end. This was also communicated to RJIL vide our letter dated 13.07.2016 expressing dismay at such incorrect statements on pendency. We also shared the status of RJIL's requests received by us vide our email dated 14.07.2016. They have subsequently acknowledged that no other requests were pending except those mentioned in our email dated 14.07.2016. Copy of our letter and email dated 13.07.2016 and 14.07.2016 are enclosed as ANNEX-A.
3. It may be noted that in our letter dated 13.07.2016, we have already communicated to RJIL that Vodafone has been augmenting capacity at the Pols based on the utilization and in accordance with the terms of the Interconnection Agreement between the Parties. It is pertinent that RJIL has not controverted the same and has not contended that there is any violation of the duly signed Interconnection Agreement by Vodafone.
4. More importantly, we would like to point out that RJIL has still not commercially launched services and is handing-over traffic of its so-called 'test users' at the Pols. Media articles place a count of such 'test

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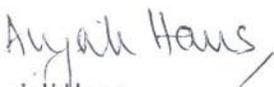
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users' in excess of 1.5 million. Such a large number of 'test users' is unheard of and goes beyond the realm of acceptance testing of interface between two interconnected networks, which is only for the purpose of testing the interface and not for carrying commercial traffic. The volume of traffic handed-over by RJIL at the Pols, for which additional capacity is being sought, is disproportionate to any *test use*. Under normal circumstances, Pols are initially commissioned with 1 - 2 E1s, which is sufficient for test use and subsequent to commercialization of services, the capacity is augmented from time to time based on traffic growth. We have already provided a huge capacity (~ 315 E1s at access Pol and ~140 E1s at NLD/ILD Pol) which is more than adequate for testing. However it is observed that traffic at the Pols is severely lopsided with more than 80% incoming traffic to Vodafone and barely 20% outgoing from Vodafone.

Moreover, continued augmentation of capacity for 'test users' is incongruous with the spirit of the Interconnection Agreement between the Parties which seeks to allow 'subscribers' of one Party to access the 'subscribers' of the other Party. The capacity already commissioned at the Pols is inordinately high for 'testing' and RJIL's 'test users' cannot be considered as 'subscribers' prior to commercialization of service. Therefore such anomaly needs to be addressed by the Regulator on priority. In this regard, we are also enclosing a copy of COAI's letter dated 08.08.2016 for your reference as ANNEX-B.

Yours sincerely

For **Vodafone India Limited**



**Anjali Hans**

**VP – Policy & Regulation**

ENCL: *Annex-A & B as above*

OK

VIL/LT/2016-17/283  
13<sup>th</sup> July 2016

Mr. Kapoor Singh Guliani  
Reliance Jio Infocomm Limited  
D-7, Dhawandeep Building  
6, Jantar Mantar Road  
New Delhi - 110 001

*Danvi*  
12/7/16  
Reliance Jio Infocomm Limited  
D-7, Dhawan Deep,  
6, Jantar Mantar Road  
New Delhi-110001

**Sub:** Augmentation of POIs/ E1s for Access and NLD - Reg.

**Ref:** RJIL's letters dated 21.06.2016, 05.07.2016, 08.07.2016, 09.07.2016, 11.07.2016, 12.07.2016

Dear Sir

We are in receipt of your aforementioned letters regarding augmentation of Pols between Vodafone and RJIL.

In this regard, it is stated that -

1. At the outset, it is denied that there is unreasonable delay from our side in augmentation of Pols as per RJIL's requests leading to heavy congestion and poor user experience. It is denied that the response from our side is grossly insufficient and inadequate. It is also denied that your teams have been highlighting augmentation issues for over 6 months to us.
2. On the contrary, we have been facilitating augmentation of both access and NLD Pols regularly based upon your requests in a timely and expeditious manner. We have internally verified all requests for augmentation received from RJIL and found that there were no augmentation requests pending action at our end as on 10.07.2016. Few requests were received on July 10<sup>th</sup> and 11<sup>th</sup> on which action has been initiated. We would appreciate if you could substantiate the statement in your letters with a list of specific cases where your augmentation requests are pending at our end except those raised by you on / after 10.07.2016 to identify if there is any inadvertent oversight at our end. On receipt of details, we will initiate Demand Notes for the same as per standard practice.
3. Please take note that as per the Interconnection Agreement a timeframe of 4 weeks has agreed between the Parties with a condition that augmentation shall be completed within 90 days of receipt of requisite charges. The relevant clauses are excerpted below -

**8 ENHANCEMENT OF PORTS**

- 8.1 A minimum of 4 weeks written notice has to be given by either Party for augmentation of Interconnect Links.
- 8.2 Augmentation shall be completed within 90 days of receipt of requisite charges specified in Schedule 2 from RJIL.
- 8.3 Any request for augmentation of capacity shall be in writing in the Proforma prescribed in Schedule 4.
- 8.4 Traffic measurements for 7 days shall be taken by both the Parties during agreed route busy hours atleast every 6 months after commencement of traffic at the Pols to determine further capacity requirements.
- 8.5 Either Party shall provide a forecast in writing in advance for its requirements of port capacity for Telephony Traffic for the next 6 months to enable the other Party to dimension the required capacity in its network.
- 8.6 RJIL shall undertake to use the capacity so made available during initial 2 years from establishment of first POI in that Service area for a minimum period of 2 years.

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- 8.7 In the event either Party does not fully utilise the capacity augmented within 3 months of provisioning ("underutilisation of port capacity"), other party shall be free to resume the capacity for its own consumption or for allocation to another operator without any refund to RJIL for such underutilised ports.
- 10.7 The links at PoI shall be dimensioned to maintain a Grade of Service of 0.2% as recommended by TRAI. Parties shall endeavour to maintain a utilisation of PoI @ 70% for E1 connectivity. Either party can withdraw the E1's or POI's with prior intimation to the other Party if the traffic volumes so justify.

However, subject to technical feasibility, we endeavor to complete the augmentation in the most expeditious manner.

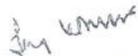
4. With regard to the annexure to your aforesaid letters we observe that you have relied on Busy Hour Utilization for one day. Whereas as per standard practice, we observe such traffic trend at the Poles for a period of seven calendar days for assessment of augmentation requirements.
5. It is also pertinent to note that vide letter dated 05 July 2016, RJIL has provided POI Utilization report for a 7-day period ended 24<sup>th</sup> June 2016 and Call Failure report for a 7-day period ended 03<sup>rd</sup> June 2016. In order to analyse PoI utilization correctly, RJIL should provide both the reports pertaining to the same period.
6. From the existing table appended to your letter dated 05.07.2016, it is also observed that RJIL is not performing load balancing at the Poles in an optimal manner. For eg. AP circle shows utilization of 102% at one POI and 26% at the other. It is necessary that full capacity of both POIs should be consumed before augmentation is initiated.
7. From our records, it is also noticed that there is a delay in the realization of the Demand Notes raised by Vodafone towards port charges for the additional E1s to be augmented. For instance in UP East, we raised a Demand Note dated 10.06.2016, which was paid by RJIL after 4 weeks on 06.07.2016. We request RJIL to ensure timely payment of Demand Notes for ensuring speedy augmentation.

To conclude, you are requested to –

- (a) Provide details of Augmentation requests pending at our end
- (b) Base the Augmentation requests on utilization over a 7 calendar day period
- (c) Carry out load balancing amongst Poles in a service area to avoid skewed utilization (congestion at one, and gross under-utilization at the other)
- (d) Ensure timely payment of Demand Notes to enable us to initiate augmentation

Yours sincerely,

For **Vodafone India Limited and  
Vodafone Mobile Services Limited**

  
**Sundeep Kathuria**  
EVP – Policy & Regulation

CC: (i) Secretary, DoT (ii) Chairman, TRAI



RSM/COAI/2016/153

August 8, 2016

Sh. R S Sharma, IAS  
Chairman  
Telecom Regulatory Authority of India  
Mahanagar Doorsanchar Bhawan  
Jawahar Lal Nehru Marg  
New Delhi - 110002

**Subject: Provisioning of full-fledged Services to public in the guise of testing.**

Dear Sir,

This is to draw your kind attention to an unprecedented situation, whereby a telecom licensee – Reliance JIO, has, for some months, been providing full-blown and full-fledged services and subscriptions to upto more than 1.5 million users on its network, purportedly to test/trial users. A newspaper clipping is attached for your ready reference. Some details of such so called test services are:

- a. Media and market reports suggest that the mobile services are being provided free of charge.
- b. No information about the tariffs, even if the tariff is NIL have been filed with the TRAI, as required by TRAI regulations.
- c. This so called test has over 1.5 million users, and that number would have swollen since the time of the report. Further, the data volumes generated per such subscribers are about 25-30 times the Indian average and 8-10 times International average.
- d. Such test services are available on a pan-India basis across multi brand retail outlets/ distributors.
- e. It is understood that Customer Acquisition forms (CAF) are being collected, though it is not in our knowledge if these have been offered for any audit process.
- f. The said licensee has also tried to port subscribers from other operators, even though this is a "pre-launch test period".
- g. The volume of voice traffic being generated from such test users, due to the free offers, are choking Points of Interconnect, and impairing the quality of service of other operators.

Neither the Unified License agreement nor any other DoT guidelines provide for any such test/ trial situations. In the 20 years since privatization, operators have routinely cooperated by commissioning initial Points of Interconnect with 1-2 E1s, which is all that is required for testing.

Sir, this is no test. This is the provisioning of full-blown and full-fledged services, masquerading as tests, which bypass Regulations and can potentially game policy features like the IUC regime, non-predatory pricing, fair competition etc.



To elaborate further:

1. The incoming traffic being dumped upon other operators is burgeoning. Leave alone a few initial Pols which may do for testing, even the hugely augmented count of Pols are choking, as millions of users are calling free. While the services of other operators to their subscribers who pay money are getting impaired. The licensee in question is representing this as a delay in augmentation of Pols by the existing operators.
2. The following table shows the magnitude of imbalance in voice traffic between some of our member operators including Reliance Jio:

	Reliance Jio	Airtel	Vodafone	Idea
Reliance Jio	-			
Airtel	74%	-		
Vodafone	72%	1%	-	
Idea	81%	1%	1%	-

\*% imbalance=  $100 * [(Incoming - outgoing) / (Incoming + outgoing)]$

- a. The above table illustrates that the traffic being handed over by Reliance Jio to other operators is highly imbalanced, with more than 85-90% of the total calls being originated from RJio's network. This is in sharp contrast to the operators like Airtel, Vodafone and Idea whose traffic imbalance is to the tune of only 1-2%.
- b. In determining IUC, the TRAI had assumed a traffic imbalance between operators to be no more than 5/10%. Therefore, it followed the LRIC model to fix the Termination Charge (MTC) @ 14 paise/ minute using incremental cost instead of the Fully Allocated Cost (FAC) followed in other arrangements where traffic is not balanced, e.g. international calling card, toll free, etc.
- c. The traffic imbalance is evidently because of the free offer, whereby existing operators are inflicted with traffic volumes which are not adequately compensated by the IUC. On the one hand, the existing operator is thereby financially damaged, on the other hand, the network of the existing operator is choked thereby impairing the services to its paid subscribers. This is anti-competitive and gaming the IUC regime.
- d. Had such free usage been filed as a tariff plan, it would doubtless have been examined for predatory market practice. But no tariff plan has been filed, and there has been no examination. Meanwhile such pseudo tests with free calling are throwing up pseudo one-way traffic, which is leading to never ending pseudo demands for more and more Pols. To understand the scale of demands, these are bigger than the biggest Indian operators, some of whom are among the biggest in the world

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3. There are other compliance issues which are not the burden of this song. Our member operators should no longer be expected to provide Pols while this charade of tests is being played out.

In order to ensure compliance to license conditions and to the TRAI Regulations and guidelines, we request your urgent intervention in this matter and instruct the said licensee to stop such practices. Further, they should be instructed to immediately disconnect all such connections provided to general public under the guise of test connections.

Thanking You,

Yours faithfully,

Rajan S. Mathews  
Director General  
COAI



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### HIGHLIGHTS

Samsung smartphone users can avail the Jio Preview Offer

The offer provides 90 days of unlimited data, calling, and SMS

After the 90-day period, users have to option to shift to regular plan

messages on a Jio SIM, apart from access to Jio applications. The offer is available for both existing and new customers of select Samsung smartphones.

The report lists the eligible Samsung smartphones, all of which are of course 4G-enabled with support for the FDD-LTE Band 3 (1800MHz). The Samsung Galaxy A5, Galaxy A5 (2016), Galaxy A7, Galaxy A7 (2016), Galaxy A8, Galaxy Note 4, Galaxy Note 5, Galaxy Note 5 Duos, Galaxy Note Edge, Galaxy S6,

Samsung and Reliance Jio have partnered to allow users of select smartphones to avail of the Jio Preview Offer. While the offer was previously only available bundled with the purchase of Reliance Retail's Lyf brand of smartphones, and the move marks the first time Reliance Jio has tied up with another mobile manufacturer for the preview.

As reported by TechPP, the Reliance Jio Preview Offer gives users of select Samsung smartphones three months of unlimited data, HD voice and video calling, and SMS

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To avail the offer, users of the above-mentioned select Samsung smartphones will have to download the MyJio app. Once they've done so, they'll find an option to Get Jio SIM. Clicking on that will generate a coupon with a barcode and Jio Offer code that mentions a period of validity. The coupon is non-transferable, and can only be used on the device it is generated on. Users will then have to choose which proof of address and proof of identity they would like to submit as verification documents.

After this, users will have to visit their nearest Reliance Digital store to submit their documentation and pick up the free Reliance Jio SIM card. Once they've picked up the SIM card, users will need to insert it into their smartphone and then tele-verify it by calling 1977. At that point, users need to open the MyJio app again and avail of the Jio Preview Offer. Once their 90-day preview is up, users will be presented with the option to continue with Reliance Jio's commercial tariff plan.

**Tags:** India, Mobiles, Reliance, Reliance Digital, Reliance Jio, Samsung, Samsung Galaxy A5, Samsung Galaxy A5 2016, Samsung Galaxy A7, Samsung Galaxy A7 2016, Samsung Galaxy A8, Samsung Galaxy Note 4, Samsung Galaxy Note 5, Samsung Galaxy Note 5 Duos, Samsung Galaxy Note Edge, Samsung Galaxy S6, Samsung Galaxy S6 Edge, Samsung Galaxy S6 Edge Plus, Samsung Galaxy S7, Samsung Galaxy S7 Edge, Telecom



**Abhinav Lal**

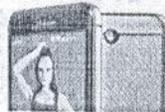
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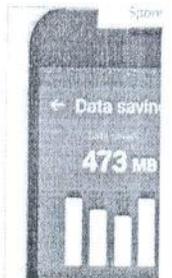
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# Reliance Jio Giving Free 4G Data, Unlimited Calls. But Conditions Apply

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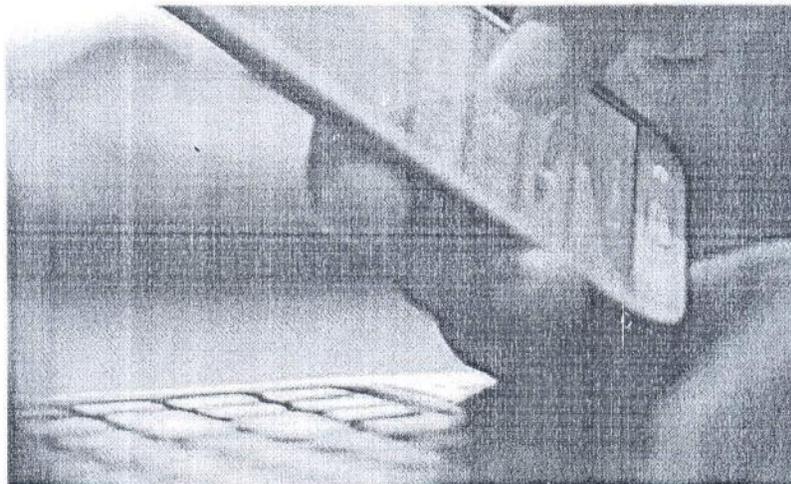
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The LYF handsets are available in the price range of Rs 4,799-19,499 per unit. (Representative image)

**New Delhi:** Reliance Retail's LYF smartphone could become a \$1 billion brand in 2016-17 and corner a market share of about 7 per cent, brokerage firm CLSA predicts in a report.

"Achieving about 7 per cent market share of the estimated 137 million smartphone sales in FY17 will mean sales of 10 million units. This could make LYF a \$1 billion brand using an ASP (average selling price) of \$100," CLSA said.

The LYF handsets are available in the price range of Rs 4,799-19,499 per unit.

According to CLSA, LYF has launched its own range of smart televisions priced between Rs 65,990-1,99,990 and plans to enter the mobile accessories segment.

Sales growth in LYF smartphones, the firm said, "could drive a 31 per cent year-on-year bump to Reliance Retail's financial year 2016 revenue of Rs 216 billion".

Ahead of its commercial launch, Reliance Jio has thrown open its service to the public on a trial basis for free. A person can get its SIM only after getting an invite from an employee of a Reliance Industries group firm.

The other rider is he will have to buy an LYF handset being sold by Reliance Digital to avail of the service.

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Reliance Jio Giving Free 4G Data, Unlimited Calls. But Conditions Apply – NDTV Profit

"Sales will also get a boost from the ongoing invite-based offer for Jio's 4G services, which is exclusively for buyers of LYF phones," CLSA said.

Under the scheme, an RIL group firm employee can invite 10 people to get Jio's 4G SIM cards and LYF handsets.

The connection will come bundled with unlimited 4G mobile internet and phone calls for 90 days, all for free.

"With users getting three months of free data usage along with a large quota of voice minutes and SMS, the value proposition of LYF phones has been further enhanced. This could boost demand at least temporarily," CLSA said.

The company started selling LYF smartphones in January after Reliance Jio offered its 4G service to RIL group employees.

Story first published on: May 13, 2016 16:32 (IST)

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