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# Quality of Service Assessment

# Report of survey for Basic (Wireline), Cellular Mobile (Wireless) & Broadband Services for Kamataka Circle

## Assessment of:

- I. Customer Perception of service
- II. Implementation & Effectiveness of Telecom Consumer Protection & Redressal of Grievance Regulations, 2007

## October - December 2009













Prepared for: Telecom Regulatory Authority of India

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#### **Preface**

TRAI, the regulatory watch dog for the Quality of Service for the telecom services – Basic (Wireline), Cellular Mobile (Wireless) and Broadband has commissioned this study with the objective of measuring Quality of Services under the parameters as per the published notifications. The study, from the execution perspective, has been divided into two modules – Survey module and Audit module.

The Survey module has been commissioned with the objective of gauging the subscriber feedback on Quality of Services by way of primary survey and comparing them with quality of service benchmarks stipulated by TRAI. In addition, Survey module would also measure the compliance of 'Telecom Consumer Protection and Redressal of Grievances Regulations, 2007'.

The Audit module would assess the Quality of Service of telecom operators (Basic (Wireline), Cellular Mobile (Wireless) and Broadband services) by auditing the service level records maintained by the operators, conducting drive tests as well as live measurements and comparing them with quality of service benchmarks stipulated by TRAI.

For the ease of execution both the modules have been commissioned as two separate exercises. However, the findings of each module would feed into the justification of the other module.

The Survey and Audit modules for various circles within the Zones, due to the sheer scale of data collection, have been distributed across various quarterly periods. IMRB International conducted Survey in Karnataka, Assam and North East circles and Audits were conducted across Karnataka, Assam, North East, Punjab and Rajasthan circles in the period of October – December 2009. The present report details the **Quality of Services** survey module findings for the **Karnataka Circle for Basic** (Wireline), Cellular Mobile (Wireless) & Broadband Services.

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#### 1.0 Background

The Telecom Regulatory Authority of India (TRAI) has a critical mandate to protect the interest of telecom consumers in addition to various other functions bestowed upon it. As part of the license conditions to telecom operators, it has the power and authority to measure the Quality of Service provided by various govt. (BSNL & MTNL) and private telecom operators. The parameters that need to be measured for Basic (Wireline) and Cellular Mobile (Wireless) services have been specified in the TRAI notification on Quality of Services of Basic (Wireline) and Cellular Mobile (Wireless) services dated 1st July, 2005. The parameters for Broadband Service has been specified in the TRAI notification for Quality of Services of Broadband Service Regulation, 2006 (11 of 2006) dated 6th Oct. 2006.

In addition, during this round of Survey module assessment, TRAI would also like to measure the compliance of 'Telecom Consumer Protection and Redressal of Grievances Regulations, 2007' dated 4th May, 2007. These regulations are applicable to all Basic (Wireline) and Cellular Mobile (Wireless) service providers and to those Broadband service providers whose turnover in any preceding financial year exceed rupees five crores or whose total number of Broadband subscribers in any preceding financial year exceed ten thousand numbers, as the case may be.

The study is being conducted broadly in two modules:
(i) Survey module and
(ii) Audit module

IMRB has been engaged by TRAI for a period of 12 months starting July 2009 to assess the quality of services being provided by Basic (Wireline), Cellular Mobile (Wireless) and Broadband service providers.

The study is being conducted broadly in two modules. They are:

**Survey module:** To obtain subscriber feedback on quality of services by way of primary survey and to check the 'Implementation and effectiveness of Telecom Consumer Protection and Redressal of Grievances Regulations, 2007'

**Audit module:** To assess the quality of service of telecom operators (Basic (Wireline), Cellular Mobile (Wireless) and broadband services) by auditing the service level records maintained by the operators, conducting drive tests as well as live measurements and comparing them with quality of service benchmarks stipulated by TRAI

The present report highlights the findings for the Survey module for Karnataka circle that was covered in the Quarter 4 (October – December 2009). The primary data collection from the end users of Basic (Wireline), Cellular Mobile (Wireless) and broadband services was undertaken by IMRB International during the period of October 2009 – December 2009.

This report highlights the Survey Module findings for Karnataka circle for Basic (Wireline), Cellular Mobile (Wireless) & Broadband Services



## 2.0 Objectives

The objectives of the "Survey Module" of this study are to undertake a survey among the subscribers to:-

- Assess the satisfaction with Quality of Services (QoS) provided by Basic (Wireline), Cellular Mobile (Wireless) and broadband service providers on the 'Quality of Service' parameters laid down by TRAI\*.
- 2. Assess the compliance of the service providers and the satisfaction of the subscribers of Basic (Wireline), Cellular Mobile (Wireless) and broadband services with 'Telecom Consumer Protection and Redressal of Grievances Regulations 2007'.
- 3. To compare the findings against the Quality of Service benchmarks notified by TRAI and identify the critical areas for improvement for the telecom service providers.

The study aims to identify the critical areas for improvement by telecom service providers for Quality of Service parameters and Grievance Redressal Mechanism



#### 3.0 Study methodology

As outlined earlier, the study was conducted in two modules. The first module (subjective survey) was undertaken to gauge the subscriber feedback on quality of service by way of a large sample based field survey. The second module (objective assessment) involved auditing of the QoS monitoring records of telecom operators.

### 3.1 Subjective survey methodology

To gauge the level of satisfaction of subscribers with the quality of service provided by the service providers, interviews across a large sample of subscribers for Basic (Wireline), Cellular Mobile (Wireless) and broadband services were conducted. The sample survey was conducted to ensure spread across operators on the basis of their subscriber size and the type of circle in which we are conducting the interviews.



The sample for basic (wireline) services was evenly spread over 5% of the exchanges in 10% of the total SDCAs in that particular circle. The sample for cellular mobile (wireless) service was evenly spread over 10% of the district headquarters of a service area. The sample for broadband subscribers that was covered in the survey was distributed across 10% of PoPs (Points of Presence) of the service providers. Also, the sample reflected the urban-rural split of the population of subscribers. Also, a spread of postpaid and prepaid subscribers was ensured especially for wireless services.

The sample size was primarily covered using the face to face personal interviewing method. All of these interviews were conducted by IMRB International trained executives. All interviews that were conducted face to face, the signatures of the respondents were also obtained.

The satisfaction level of subscribers was collected on a four-point scale of "Very satisfied", "satisfied", "dissatisfied" and "very dissatisfied".

The questionnaire is divided into two broad segments viz.

- a. The first part dealt with all the aspects of customer perception of service which was detailed out by asking 33 questions each for basic (wireline) and cellular mobile (wireless) segments and 23 questions for the broadband segment
- b. The second part of the questionnaire was about checking the awareness, implementation and effectiveness of 'telecom consumer's protection and redressal of grievances regulations, 2007'. This module entailed 22 questions which probed the consumers exhaustively on the three stage redressal mechanism.



The responses for the first part have been summarized into the seven subjective parameters as specified in the QoS regulation in the following manner:

| Subjective QoS parameter                                 | Satisfaction with basic wireline on:  | Satisfaction with cellular services on:   | Satisfaction with Broadband services on:   |
|--|---|---|--|
| Service provision  | - Time taken to get a new phone connection  | - Time taken for activation of connection   | - Time taken to get a broadband connection   |
| Network<br>performance,<br>reliability &<br>availability | <ul> <li>Phone working &amp; always available</li> <li>Make &amp; receive calls easily</li> <li>Getting clear voice quality on phone</li> </ul>   | <ul> <li>Availability of signals</li> <li>Make &amp; receive calls easily</li> <li>Getting clear voice quality of phone</li> </ul>  | <ul><li>Speed of broadband connection</li><li>Service uptime</li></ul>   |
| Maintainability  | - Quality of fault repair service   | <ul><li>Availability of network</li><li>Restoration of network problems</li></ul>   | - Time taken for restoration of connection   |
| Help services  | <ul> <li>Ease of access to helpline numbers</li> <li>Response time of the customer care executive</li> <li>Problem solving ability of the executive</li> <li>Time taken by executive to resolve complaint</li> <li>Redressal mechanism</li> </ul> | <ul> <li>Ease of access to helpline numbers</li> <li>Response time of the customer care executive</li> <li>Problem solving ability of the executive</li> <li>Time taken by executive to resolve complaint</li> <li>Redressal mechanism</li> </ul> | <ul> <li>Ease of access to helpline numbers</li> <li>Response time of the customer care executive</li> <li>Problem solving ability of the executive</li> <li>Time taken by executive to resolve complaint prepaid)</li> <li>Redressal mechanism</li> </ul> |
| Billing  | <ul> <li>Timely delivery of bills</li> <li>Accuracy of bill</li> <li>Clarity of bill</li> <li>Accuracy of charges deducted (for prepaid)</li> </ul>   | <ul> <li>Timely delivery of bills</li> <li>Accuracy of bill</li> <li>Clarity of bill</li> <li>Accuracy of charges deducted (for prepaid)</li> </ul>   | <ul> <li>Timely delivery of bills</li> <li>Accuracy of bill</li> <li>Clarity of bill</li> <li>Accuracy of charges deducted (for</li> </ul>   |
| Supplementary services                                   | - Quality of supplementary services provided  | - Quality of supplementary services provided  | - Quality of supplementary services provided   |
| Overall satisfaction                                     | - Overall rating of quality   | - Overall rating of quality   | - Overall rating of performance  |



The responses to the second part of the questionnaire can be broadly summarized as follows:

- a. Awareness of the stages of the redressal mechanism
- b. Ease of access to the various stagesc. Satisfaction with quality of each of the three stages



#### 3.2 Data analysis methodology

The satisfaction scores have been represented in two ways:-

#### Weighted satisfaction scores

Overall weighted satisfaction score was ascertained using the following formula(s):

#### Mean score = A/N

#### Where:

**A=**(No of subscribers who have given a rating of very satisfied X 4 + No of subscribers who have given a rating of somewhat satisfied X 3+ No of subscribers who have given a rating of somewhat dissatisfied X 2+ No of subscribers who have given a rating of very dissatisfied X 1)

**N=**Total sample size achieved

## Overall weighted satisfaction score = {(Mean score-1)/3} X100

Thus, if all customers are very satisfied, the operator can get a score of 100%. On the other hand, if all the customers are very dissatisfied, the operator gets a score of 0%. Thus, the scale has been calibrated to range between 0% and 100%. The satisfaction benchmarks have been compared against weighted satisfaction scores.

#### Top – 2 gradations on the Satisfaction score scale i.e. scores of 'Very Satisfied' and 'Somewhat Satisfied'

The percentage scores of 'Very Satisfied' and 'Somewhat Satisfied' are represented for various parameters and sub-parameters to gauge the percentage of satisfied subscribers. This type of data presentation assumes equal weightage to both the gradations i.e. 'Very Satisfied' and 'Somewhat Satisfied' and doesn't provide any weightage to 'Dissatisfied' gradations.



## 3.3 Sampling Plan

Sample achieved for all the three services in Karnataka circle is as below:

## Wireline:

| Name of the Operator | Sample Size | Sample Size<br>Achieved |
|----------------------|-------------|-------------------------|
| Airtel               | 1067        | 1635                    |
| BSNL                 | 1067        | 1748                    |
| Rel Comm             | 1067        | 799                     |
| TATA                 | 1067        | 1318                    |

## Wireless:

| Name of the Operator | Sample Size | Sample Size<br>Achieved |
|----------------------|-------------|-------------------------|
| Airtel               | 1067        | 1342                    |
| Vodafone             | 1067        | 1257                    |
| Idea                 | 1067        | 1252                    |
| Aircel               | 1067        | 1122                    |
| BSNL GSM             | 1067        | 1174                    |
| Reliance GSM         | 1067        | 1147                    |
| Reliance CDMA        | 1067        | 1091                    |
| DoCoMo               | 1067        | 1474                    |
| TATA CDMA            | 1067        | 910                     |

## Broadband:

| Name of the Operator | Sample Size | Sample Size<br>Achieved |
|----------------------|-------------|-------------------------|
| Airtel               | 1067        | 969                     |
| BSNL                 | 1067        | 963                     |
| Rel Comm             | 810         | 920                     |
| VSNL                 | 570         | 610                     |
| Sify                 | 1067        | 857                     |
| You Telecom          | 750         | 665                     |
| Hathway              | 1067        | 1168                    |
| Spectra Net          | 481         | 373                     |



Also gender and age distribution of the sample for the 3 services was as under:-

## Wireline:

| Name of the Operator | Total | Male | Female |
|----------------------|-------|------|--------|
| Airtel               | 1635  | 1504 | 131    |
| BSNL                 | 1748  | 1446 | 302    |
| Rel Comm             | 799   | 563  | 236    |
| TATA                 | 1318  | 984  | 334    |

| Name of the Operator | Total | < 25 years | 25-60 years | > 60 years |
|----------------------|-------|------------|-------------|------------|
| Airtel               | 1635  | 313        | 1316        | 6          |
| BSNL                 | 1748  | 241        | 1441        | 66         |
| Rel Comm             | 799   | 163        | 629         | 7          |
| TATA                 | 1318  | 240        | 1064        | 14         |

## Wireless:

| Name of the Operator | Total | Male | Female |
|----------------------|-------|------|--------|
| Airtel               | 1342  | 1154 | 188    |
| Vodafone             | 1257  | 1093 | 164    |
| Idea                 | 1252  | 1084 | 168    |
| Aircel               | 1122  | 1019 | 103    |
| BSNL GSM             | 1174  | 1001 | 173    |
| Reliance GSM         | 1147  | 995  | 152    |
| Reliance CDMA        | 1091  | 913  | 178    |
| DoCoMo               | 1474  | 1315 | 159    |
| TATA CDMA            | 910   | 776  | 134    |

| Name of the Operator | Total | < 25 years | 25-60 years | > 60 years |
|----------------------|-------|------------|-------------|------------|
| Airtel               | 1342  | 441        | 884         | 17         |
| Vodafone             | 1257  | 523        | 723         | 11         |
| Idea                 | 1252  | 533        | 709         | 10         |
| Aircel               | 1122  | 553        | 569         | 0          |
| BSNL GSM             | 1174  | 303        | 861         | 10         |
| Reliance GSM         | 1147  | 469        | 675         | 3          |
| Reliance CDMA        | 1091  | 248        | 828         | 15         |
| DoCoMo               | 1474  | 653        | 812         | 9          |
| TATA CDMA            | 910   | 261        | 641         | 8          |



## **Broadband:**

| Name of the Operator | Total | Male | Female |
|----------------------|-------|------|--------|
| Airtel               | 969   | 794  | 175    |
| BSNL                 | 963   | 895  | 68     |
| Rel Comm             | 920   | 802  | 118    |
| VSNL                 | 610   | 532  | 78     |
| Sify                 | 857   | 686  | 171    |
| You Telecom          | 665   | 535  | 130    |
| Hathway              | 1168  | 942  | 226    |
| Spectra Net          | 373   | 304  | 69     |

| Name of the Operator | Total | < 25 years | 25-60 years | > 60 years |
|----------------------|-------|------------|-------------|------------|
| Airtel               | 969   | 297        | 657         | 15         |
| BSNL                 | 963   | 517        | 439         | 7          |
| Rel Comm             | 920   | 238        | 668         | 14         |
| VSNL                 | 610   | 121        | 482         | 7          |
| Sify                 | 857   | 175        | 678         | 4          |
| You Telecom          | 665   | 138        | 514         | 13         |
| Hathway              | 1168  | 178        | 987         | 3          |
| Spectra Net          | 373   | 63         | 306         | 4          |

The respondents for the Basic (Wireline) survey module were contacted in areas covered by various BSNL exchanges in the Karnataka circle. The below list includes only 24 such exchanges. However, respondents lying under many more exchanges were part of the survey (5% of total exchanges spread across 10% of Short Distance Charging Areas (SDCA).

| Name of the Exchange   | Name of the Exchange |
|------------------------|----------------------|
| CENTRAL IV (AVENUE RD) | VINAAYAKANAGAR       |
| BAGLUR                 | AZAMNAGAR            |
| MALLESHWARAM           | KATTI                |
| RAJAJINAGAR            | SB NAGAR             |
| JAYANAGAR              | BIDAR                |
| ULSOOR                 | KAMTHANA             |
| HSR LAYOUT             | BIDAR G GUNJ         |
| BELGAUM OCB            | KEDRIYA V BIDAR      |
| HIREBAGEWADI           | NAUBAD               |
| BHAGYA NAGAR           | BAGDALA              |
| VODGAON                | BELLARY MAIN         |
| CENTRAL IV (AVENUE RD) | VINAAYAKANAGAR       |



#### 3.4 Definition of key terms

**Wireline service** – These are the telephone services that are provided by various service providers for home / office installations. These telephone connections are connected by a copper wire.

**Wireless service** – This service encompasses the services based on both GSM and CDMA network technologies. These are typically known as mobile services.

**Broadband service** – Broadband' is defined in the Broadband Policy 2004 as "An always on data connection that is able to support interactive services including Internet access and has the capability of the minimum download speed of 256 kilo bits per second (kbps) to an individual subscriber from the Point of Presence (POP) of the service provider intending to provide Broadband service where multiple such individual Broadband connections are aggregated and the subscriber is able to access these interactive services including the Internet through this POP. The 2 interactive services will exclude any services for which a separate license is specifically required, for example, real-time voice transmission, except to the extent that it is presently permitted under ISP license with Internet Telephony".

Consumer perception of service score – It is defined as the process of attaining awareness or understanding of the service aspects from the users. These service aspects are identified by various parameters in the delivery of telecommunication services e.g. Basic Wireline, Cellular Mobile (wireless) and Broadband services. The various parameters defining the service quality for Basic Wireline, Mobile Cellular and Broadband services have been identified in section 3.1.

The perception score for this report is the 'calculated' satisfaction score as per the formula mentioned in 3.2 for various parameters. This score for various parameters for all the service providers has been compared with the benchmark score in the study findings section.

**Percentage satisfied score** – The satisfaction score have been indicated for the top two gradations i.e. 'Very Satisfied' and 'Satisfied' boxes. This score has been calculated to gauge the percentage 'Very Satisfied' and 'Satisfied' subscribers for various parameters in the study findings section.



## 4.0 Executive Summary

The cells within the tables in the summary section have been color coded to show the gradation within the satisfaction scores. The **satisfaction scores** in various ranges have been color coded in the following manner. The scores here represent the level of satisfaction of consumers.

| <u>Legend</u>                           |            |  |  |  |  |  |
|---|------------|--|--|--|--|--|
| Score Range (For level of satisfaction) | Cell color |  |  |  |  |  |
| Parameter not meeting the benchmark     |            |  |  |  |  |  |
| Maximum — Minimum                       |            |  |  |  |  |  |

Maximum Minimum

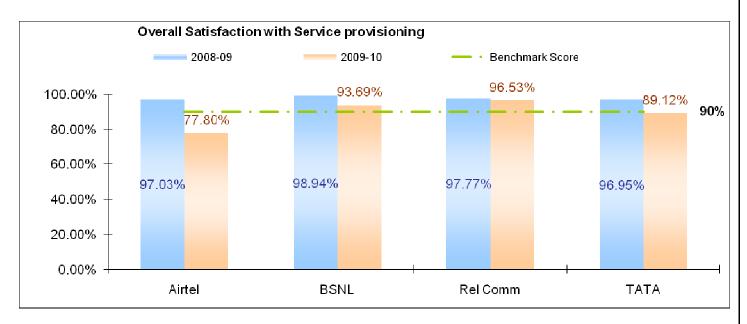
## 4.1 Summary of the Survey module for Basic (Wireline) Operators in the Karnataka circle

Satisfaction level of subscribers with various parameters of Basic (Wireline) service:

|  | 2009-10 |        |        |          |        |  |  |  |
|--|---------|--------|--------|----------|--------|--|--|--|
| Overall Performance  | B'mark  | Airtel | BSNL   | Rel Comm | TATA   |  |  |  |
| Customers satisfied with provisioning of service                           | ≥90%    | 77.80% | 93.69% | 96.53%   | 89.12% |  |  |  |
| Customers satisfied with billing performance - Prepaid                     | ≥95%    | 13.57% | 20.45% | 14.77%   | 5.96%  |  |  |  |
| Customers satisfied with billing performance - Postpaid                    | ≥95%    | 77.00% | 75.00% | 70.00%   | 72.00% |  |  |  |
| Customers satisfied with network performance, reliability and availability | ≥95%    | 70.00% | 75.00% | 75.00%   | 72.00% |  |  |  |
| Customers satisfied with maintainability                                   | ≥95%    | 87.45% | 81.92% | 83.64%   | 81.20% |  |  |  |
| Customers satisfied with supplementary and value added services            | ≥90%    | 91.05% | 84.21% | 97.83%   | 92.14% |  |  |  |
| Customers satisfied with help services including grievance redressal       | ≥90%    | 74.00% | 67.00% | 68.00%   | 64.00% |  |  |  |
| Customers satisfied with overall service quality                           | ≥90%    | 98.22% | 96.67% | 96.22%   | 98.54% |  |  |  |

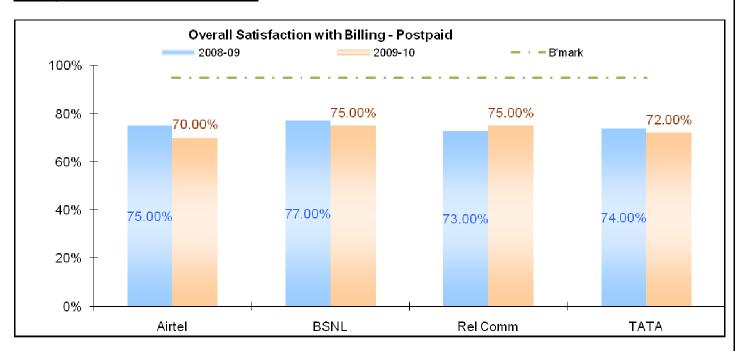


#### 1. Service Provision



In the current round of survey, BSNL, Rel Comm meet the benchmark level of satisfaction with service provisioning (i.e. 90%) Airtel, TATA do not meet the benchmark score with 77.8%, 89.12% scores respectively.

## 2 Billing Parameter - Postpaid subscribers

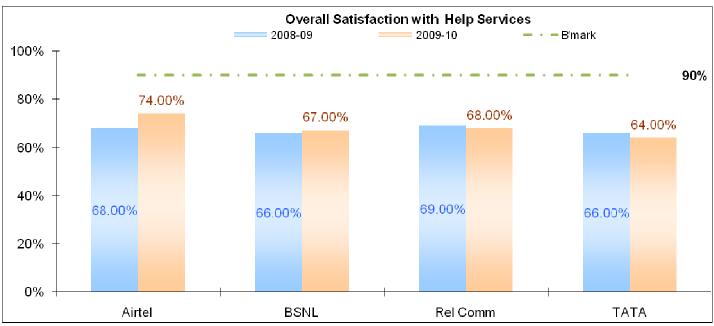


In the current round of survey, no operator meets the benchmark level of satisfaction with billing parameter (i.e. 95%).



Airtel, BSNL, Rel Comm, TATA fall short of the TRAI specified benchmark score for satisfaction with billing performance in both 2008-09 and 2009-10.

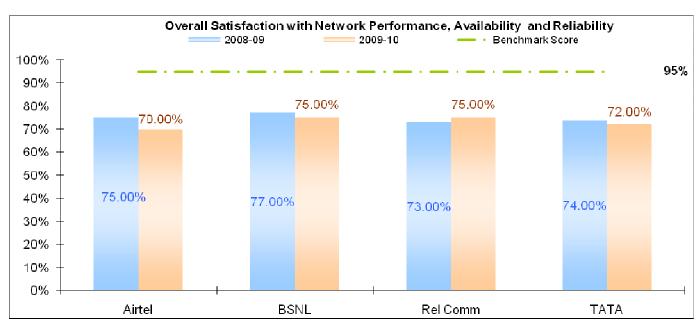
#### 3. Help Services



In the current round of survey, Airtel subscribers have maximum satisfaction with help services.

Airtel, BSNL, Rel Comm, TATA fall short of the TRAI specified benchmark score for satisfaction with help services in both 2008-09 and 2009-10.

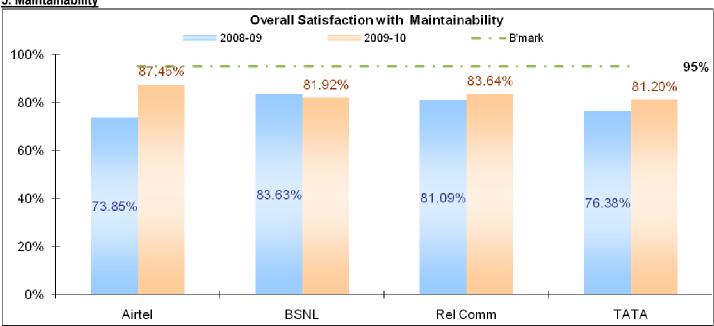
## 4. Network Performance, Reliability and Availability



In the current round of survey, no operator meets the benchmark level of satisfaction with Network Performance, Reliability and Availability (i.e. 95%).

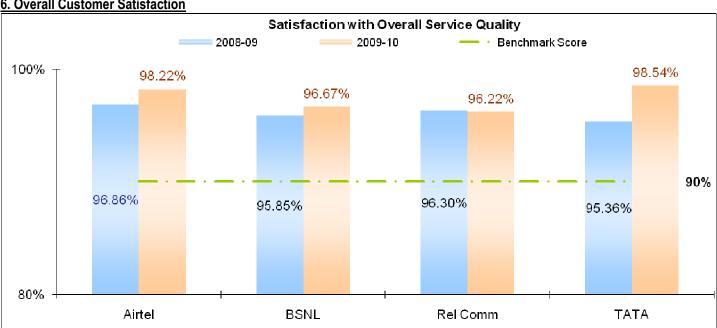


## 5. Maintainability



In the current round of survey, no operator meets the benchmark level of satisfaction with maintainability (i.e. 95%). Airtel, BSNL, Rel Comm, TATA fall short of the TRAI specified benchmark score for satisfaction with maintainability in both 2008-09 and 2009-10.

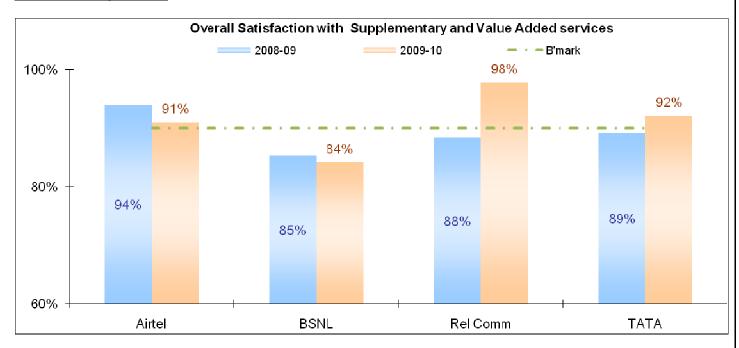
#### 6. Overall Customer Satisfaction



In the current round of survey, for Overall customer Satisfaction all operators meet the benchmark level (i.e. 90%).



## 7. Supplementary Services



In the current round of survey, for supplementary services, Airtel, Rel Comm, TATA meet the benchmark level of satisfaction (i.e. 90%).BSNL does not meet the benchmark score with 84.21% score.

BSNL falls short of the TRAI specified benchmark score for satisfaction with supplementary and value added services in both 2008-09 and 2009-10.

#### 4.1.2 Consumer Protection and Grievance Scores for the Basic (Wireline) survey

#### 1. Redressal Mechanism - Stage 1: Call Center

| Awareness about call centre telephone number | Airtel | BSNL   | Rel Comm | TATA    |
|--|--------|--------|----------|---------|
| Yes  | 55.78% | 56.98% | 81.60%   | 79.59%  |
| No   | 43.61% | 41.99% | 17.52%   | 19.50%  |
|  |        |        | Maximum  | Minimum |

The awareness of Call center number for redressing grievances (i.e. Stage 1 of the 3 stage process) varies from 55.78% for Airtel to 81.6% for Rel Comm

The Percentage of consumers making any complaints to the toll free number within last 12 months is highest for Rel Comm Also, Satisfaction level with complaint resolution by call center varies from 81.35% for TATA to 86.49% for BSNL.



## 2. Redressal Mechanism - Stage 2 and 3: Nodal Officer & Appellate Authority

|  | Airtel | BSNL  | Rel Comm | TATA   |
|--|--------|-------|----------|--------|
| Awareness about contact details of Nodal officer               | 40.43% | 8.70% | 15.02%   | 21.02% |
| Awareness about the contact details of the appellate authority | 44.59% | 5.21% | 16.52%   | 21.32% |

| Maximum | Minimum Minimum |
|---------|-----------------|
|---------|-----------------|

The awareness of Nodal officer and appellate authority for redressing grievances (i.e. Stage 2 of the 3 stage process) was found to be low for BSNL but was significantly high for Airtel.



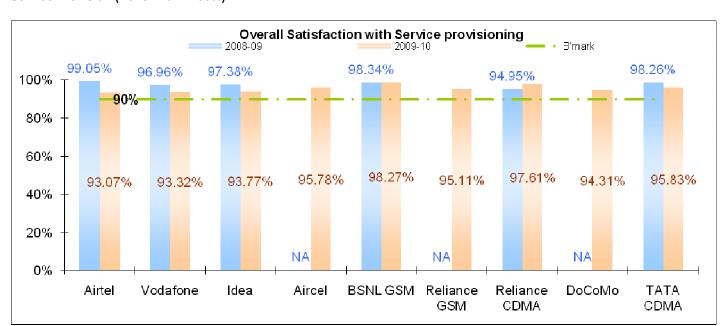
## 4.2 Summary of the Survey module for Cellular Mobile (Wireless) Operators in the Karnataka circle

Satisfaction level of subscribers with various parameters of Wireless service:

|  |        |        |          |        | 2009   | 9-10        |                 |                  |        |              |
|--|--------|--------|----------|--------|--------|-------------|-----------------|------------------|--------|--------------|
| Overall Performance  | B'mark | Airtel | Vodafone | ldea   | Aircel | BSNL<br>GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Customers satisfied with provisioning of service                           | ≥90%   | 93.07% | 93.32%   | 93.77% | 95.78% | 98.27%      | 95.11%          | 97.61%           | 94.31% | 95.83%       |
| Customers satisfied with billing performance – Prepaid                     | ≥95%   | 74.00% | 73.00%   | 71.00% | 75.00% | 74.00%      | 73.00%          | 70.00%           | 73.00% | 72.00%       |
| Customers satisfied with billing performance – Postpaid                    | ≥95%   | 63.00% | 66.00%   | 62.00% | 67.00% | 71.00%      | 82.00%          | 63.00%           | 58.00% | 56.00%       |
| Customers satisfied with network performance, reliability and availability | ≥95%   | 75.00% | 73.00%   | 71.00% | 69.00% | 73.00%      | 72.00%          | 73.00%           | 69.00% | 73.00%       |
| Customers satisfied with maintainability                                   | ≥95%   | 94.39% | 91.78%   | 86.38% | 79.91% | 89.23%      | 86.89%          | 91.16%           | 80.61% | 88.71%       |
| Customers satisfied with supplementary and value added services            | ≥90%   | 91.28% | 94.59%   | 89.09% | 84.58% | 92.22%      | 92.78%          | 86.57%           | 91.31% | 90.26%       |
| Customers satisfied with help services including grievance redressal       | ≥90%   | 70.00% | 67.00%   | 66.00% | 66.00% | 69.00%      | 65.00%          | 66.00%           | 65.00% | 69.00%       |
| Customers satisfied with overall service quality                           | ≥90%   | 94.99% | 95.24%   | 92.49% | 89.94% | 94.68%      | 94.26%          | 95.37%           | 91.11% | 94.59%       |

Not meeting the benchmark

## Service Provision (Benchmark – 90%)

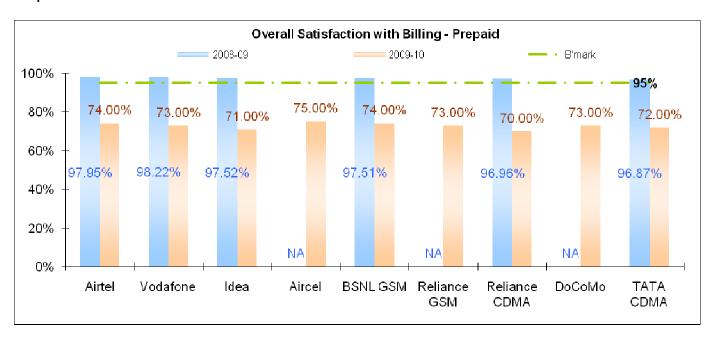


In the current round of survey, all operators meet the benchmark level of satisfaction with service provisioning (i.e. 90%).



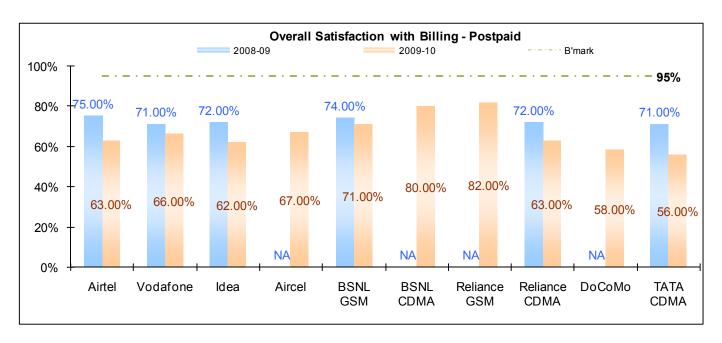
#### Billing performance (Benchmark – 95%)

#### **Pre-paid Subscribers**



In the current round of survey, no operator meets the benchmark level of satisfaction with prepaid billing performance (i.e. 95%).

### **Post-paid Subscribers**

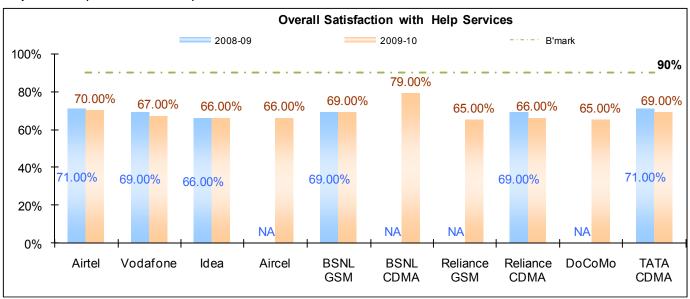


In the current round of survey, in the case of post-paid subscribers, no operator meets the benchmark level of satisfaction with billing performance (i.e. 95%).



Airtel, Vodafone, Idea, BSNL GSM, Reliance CDMA, TATA CDMA fall short of the TRAI specified benchmark score for satisfaction with postpaid billing performance in both 2008-09 and 2009-10.

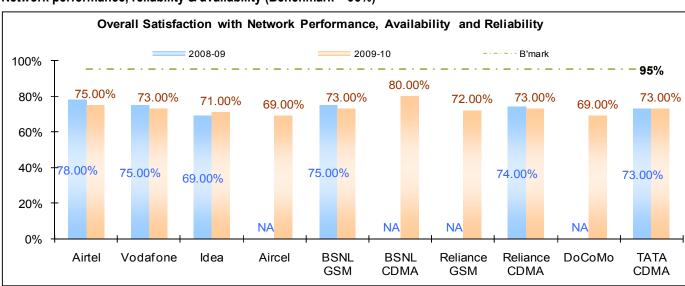
#### **Help Services (Benchmark – 90%)**



In the current round of survey, no operator meets the benchmark level of satisfaction with help services (i.e. 90%).

Airtel, Vodafone, Idea, BSNL GSM, Reliance CDMA, TATA CDMA fall short of the TRAI specified benchmark score for satisfaction with help services in both 2008-09 and 2009-10.

#### Network performance, reliability & availability (Benchmark - 95%)

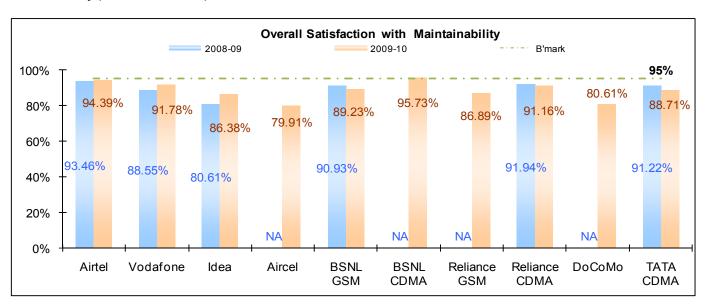


In the current round of survey, no operator meets the benchmark level of satisfaction with network performance, reliability and availability (i.e. 95%).

Airtel, Vodafone, Idea, BSNL GSM, Reliance CDMA, TATA CDMA fall short of the TRAI specified benchmark score for satisfaction with network performance, reliability and availability in both 2008-09 and 2009-10.



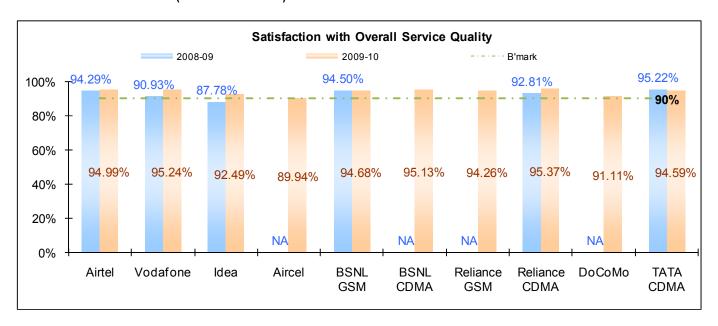
### Maintainability (Benchmark – 95%)



In the current round of survey, for satisfaction with maintainability, no operator meets the benchmark level of satisfaction (i.e. 95%).

Airtel, Vodafone, Idea, BSNL GSM, Reliance CDMA, TATA CDMA fall short of the TRAI specified benchmark score for satisfaction with maintainability in both 2008-09 and 2009-10.

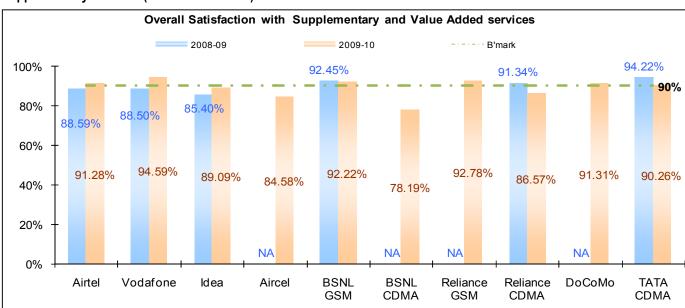
#### Overall level of satisfaction (Benchmark – 90%)



In the current round of survey, Airtel, Vodafone, Idea, BSNL GSM, Reliance GSM, Reliance CDMA, DoCoMo, TATA CDMA meet the benchmark for overall level of satisfaction (i.e. 90%). Aircel does not meet the benchmark score with 89.94% score.



## Supplementary services (Benchmark - 90%)



In the current round of survey, Airtel, Vodafone, BSNL GSM, Reliance GSM, DoCoMo, TATA CDMA meet the benchmark level of satisfaction with supplementary services (i.e. 90%). Idea, Aircel, Reliance CDMA do not meet the benchmark score with 89.09%, 84.58%, 86.57% scores respectively.

Idea falls short of the TRAI specified benchmark score for satisfaction with supplementary services in both 2008-09 and 2009-10.

#### 4.2.1 Consumer Protection and Grievance Scores for the Cellular Mobile (Wireless) survey

### Redressal Mechanism - Stage 1: Call Center

|   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|---|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Awareness about call centre telephone number                        | 56.71% | 59.11%   | 57.11% | 58.47% | 55.79%   | 56.15%          | 53.71%           | 53.80% | 52.42%       |
| Made any complaint to the customer care in last 12 months           | 15.42% | 13.76%   | 14.30% | 12.12% | 14.74%   | 10.03%          | 15.12%           | 11.67% | 13.19%       |
| Informed by call centre about the action taken on the complaint     | 88.41% | 85.55%   | 82.12% | 86.76% | 82.66%   | 84.35%          | 86.06%           | 79.65% | 70.83%       |
| Satisfaction with the system of complaint resolution by call centre | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Very satisfied  | 14.72% | 7.98%    | 9.41%  | 27.13% | 12.27%   | 10.28%          | 15.48%           | 18.01% | 33.63%       |
| Satisfied   | 71.07% | 76.69%   | 74.12% | 62.02% | 77.91%   | 82.24%          | 73.55%           | 60.87% | 55.75%       |
| Dissatisfied  | 11.17% | 14.11%   | 13.53% | 10.85% | 8.59%    | 6.54%           | 8.39%            | 18.63% | 9.73%        |
| Very dissatisfied   | 3.05%  | 1.23%    | 2.94%  | 0.00%  | 1.23%    | 0.93%           | 2.58%            | 2.48%  | 0.88%        |
| Top-2   | 85.79% | 84.67%   | 83.53% | 89.15% | 90.18%   | 92.52%          | 89.03%           | 78.88% | 89.38%       |
| Bot-2   | 14.22% | 15.34%   | 16.47% | 10.85% | 9.82%    | 7.47%           | 10.97%           | 21.11% | 10.61%       |



The awareness of Call center number for redressing grievances (i.e. Stage 1 of the 3 stage process) varies from 52.42% for TATA CDMA to 59.11% for Vodafone

The percentage of consumers making any complaints to the toll free number within last 12 months is highest for Airtel with 15.42%

The percentage of customers informed by call centre about the action taken on the complaint is lowest for TATA CDMA Also, satisfaction level with complaint resolution by call center varies from 78.88% for DoCoMo to 92.52% for Reliance GSM

## Redressal Mechanism – Nodal officer and Appellate Authority

|  | Airtel | Vodafone | ldea  | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|--|--------|----------|-------|--------|----------|-----------------|------------------|--------|--------------|
| Awareness about contact details of<br>Nodal officer            | 5.44%  | 5.73%    | 5.67% | 7.75%  | 6.22%    | 7.76%           | 5.41%            | 4.21%  | 3.19%        |
| Awareness about the contact details of the appellate authority | 4.92%  | 4.14%    | 5.27% | 7.13%  | 5.62%    | 6.63%           | 4.49%            | 4.41%  | 4.84%        |

Of all the subscribers contacted across all the service providers, only a small percent of subscribers are aware of the existence of Nodal officer and Appellate Authority for redressal of grievances.

#### 4.3 Summary of the Survey module for Broadband Operators in the Karnataka circle

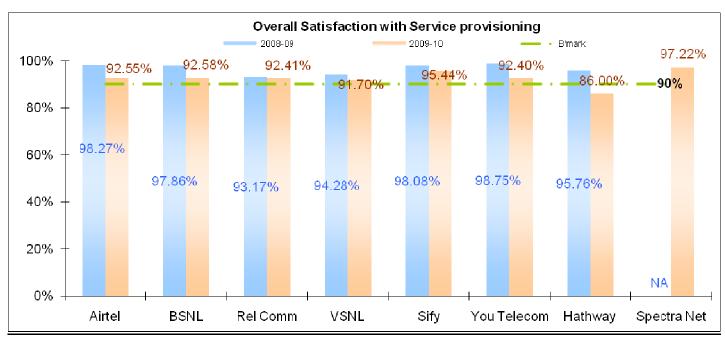
Satisfaction level of subscribers with various parameters of Broadband service:

|  |        |        |        | 2009     | -10    |        |                |         |                |
|--|--------|--------|--------|----------|--------|--------|----------------|---------|----------------|
| Overall Performance  | B'mark | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra<br>Net |
| Customers satisfied with provisioning of service                           | >90%   | 92.55% | 92.58% | 92.41%   | 91.70% | 95.44% | 92.40%         | 86.00%  | 97.22%         |
| Customers satisfied with billing performance -<br>Prepaid                  | >90%   | 95.40% | 95.12% | 86.67%   | 86.05% | 86.71% | 91.60%         | 71.46%  | 81.25%         |
| Customers satisfied with billing performance -<br>Postpaid                 | >90%   | 74.00% | 73.00% | 65.00%   | 73.00% | 72.00% | 73.00%         | 67.00%  | 70.00%         |
| Customers satisfied with network performance, reliability and availability | >85%   | 74.00% | 73.00% | 65.00%   | 77.00% | 63.00% | 73.00%         | 65.00%  | 65.00%         |
| Customers satisfied with maintainability                                   | >85%   | 94.06% | 91.72% | 83.36%   | 96.82% | 83.25% | 89.51%         | 77.12%  | 76.32%         |
| Customers satisfied with supplementary and value added services            | >85%   | 95.60% | 95.65% | 92.91%   | 96.53% | 94.84% | 67.63%         | 69.57%  | 53.52%         |
| Customers satisfied with help services including grievance redressal       | >90%   | 72.00% | 67.00% | 57.00%   | 76.00% | 56.00% | 68.00%         | 59.00%  | 60.00%         |
| Customers satisfied with overall service quality                           | >85%   | 96.21% | 94.55% | 87.13%   | 98.07% | 88.62% | 75.46%         | 73.77%  | 64.29%         |

None of the operators of broadband service meet the TRAI benchmark for satisfaction with postpaid billing performance, network performance, reliability & availability and help services.

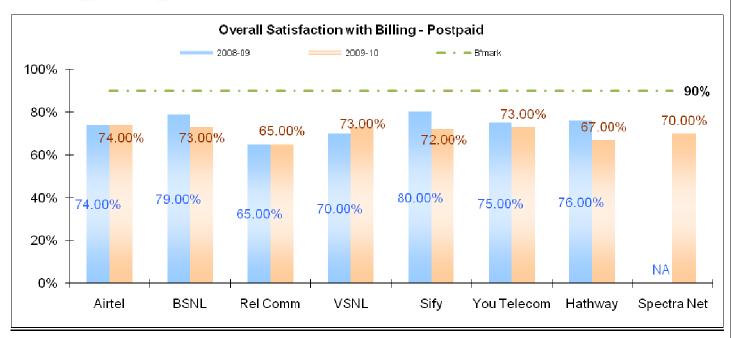


#### Service Provision (Benchmark – 90%)



In the current round of survey, Airtel, BSNL, Rel Comm, VSNL, Sify, You Telecom, Spectra Net meet the benchmark level for satisfaction with service provisioning (i.e. 90%). Hathway does not meet the benchmark score with 86% score.

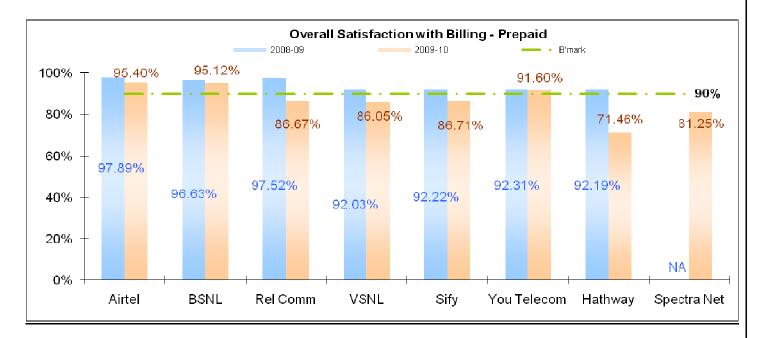




In the current round of survey, for postpaid connection, no operator meets the benchmark level for satisfaction with billing performance (i.e. 90%).

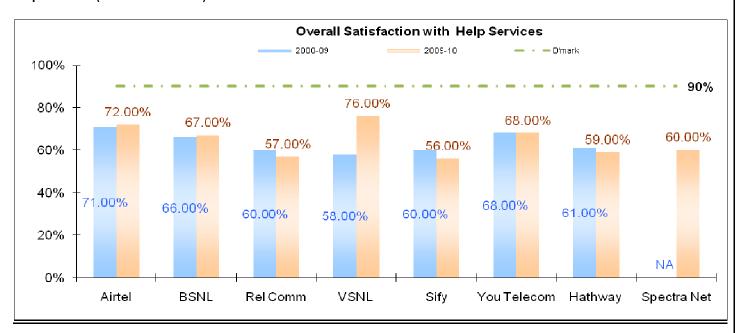
Airtel, BSNL, Rel Comm, VSNL, Sify, You Telecom, Hathway fall short of the TRAI specified benchmark score for satisfaction with postpaid billing in both 2008-09 and 2009-10.





In the current round of survey, for prepaid connection, Airtel, BSNL, You Telecom meet the benchmark level for satisfaction with billing performance (i.e. 90%). Rel Comm, VSNL, Sify, Hathway, Spectra Net do not meet the benchmark score with 86.67%, 86.05%, 86.71%, 71.46%, 81.25% scores respectively.

#### Help Services (Benchmark – 90%)

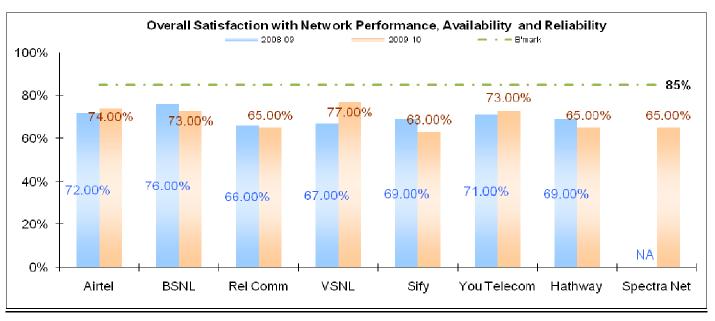


In the current round of survey, no operator meets the benchmark level for satisfaction with help services (i.e. 90%).

Airtel, BSNL, Rel Comm, VSNL, Sify, You Telecom, Hathway fall short of the TRAI specified benchmark score for satisfaction with help services in both 2008-09 and 2009-10.



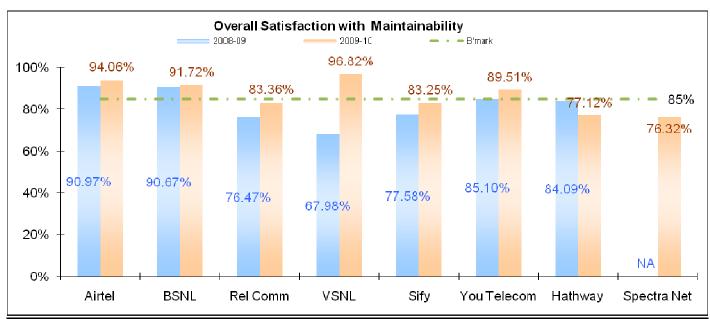
### Level of satisfaction with network performance, reliability and availability (Benchmark – 85%)



In the current round of survey, no operator meets the benchmark level for satisfaction with network performance, reliability and availability (i.e. 85%).

Airtel, BSNL, Rel Comm, VSNL, Sify, You Telecom, Hathway fall short of the TRAI specified benchmark score for satisfaction with network performance, reliability and availability in both 2008-09 and 2009-10.

## Maintainability (Benchmark - 85%)

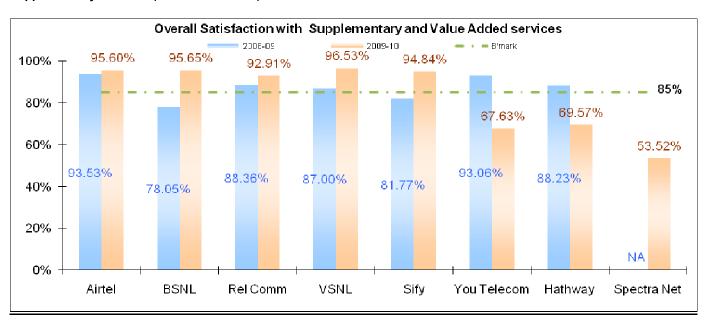


In the current round of survey, Airtel, BSNL, VSNL, You Telecom meet the benchmark level for satisfaction with maintainability (i.e. 85%). Rel Comm, Sify, Hathway, Spectra Net do not meet the benchmark score with 83.36%, 83.25%, 77.12%, 76.32% scores respectively.



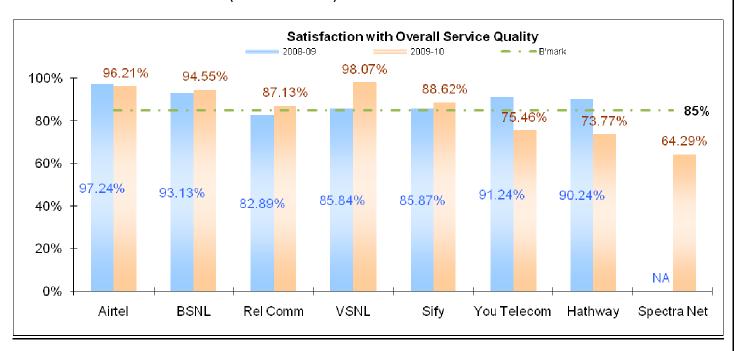
Rel Comm, Sify, Hathway fall short of the TRAI specified benchmark score for satisfaction with maintainability in both 2008-09 and 2009-10.

#### Supplementary Services (Benchmark - 85%)



In the current round of survey, Airtel, BSNL, Rel Comm, VSNL, Sify meet the benchmark level for satisfaction with supplementary services (i.e. 85%). You Telecom, Hathway, Spectra Net do not meet the benchmark score with 67.63%, 69.57%, 53.52% scores respectively.

#### Overall level of customer satisfaction (Benchmark - 85%)





In the current round of survey, Airtel, BSNL, Rel Comm, VSNL, Sify meet the benchmark for overall level of customer satisfaction (i.e. 85%). You Telecom, Hathway, Spectra Net do not meet the benchmark score with 75.46%, 73.77%, 64.29% scores respectively.

#### 4.3.1 Consumer Protection and Grievance Scores for the Broadband survey

#### **Redressal Mechanism**

|  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You Telecom | Hathway | Spectra Net |
|--|--------|--------|----------|--------|--------|-------------|---------|-------------|
| Awareness about facility for measuring connection speed                          | 66.70% | 57.16% | 41.64%   | 49.58% | 39.07% | 71.12%      | 84.53%  | 64.59%      |
| Manual of practice provided while<br>subscribing for new broadband<br>connection | 71.09% | 86.28% | 47.57%   | 83.73% | 59.26% | 57.76%      | 78.33%  | 54.72%      |

Awareness about provision for measuring connection speed varies from 39.07% for Sify to 84.53% for Hathway.

Similarly provisioning of manual of practice with new connection varies 47.57% for Rel Comm to 86.28% for BSNL.

#### Redressal Mechanism: Call Center

|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You Telecom | Hathway | Spectra Net |
|---|--------|--------|----------|--------|--------|-------------|---------|-------------|
| Awareness about call centre telephone number                        | 72.17% | 61.64% | 88.85%   | 67.33% | 87.50% | 81.21%      | 79.98%  | 75.34%      |
| Made any complaint to the customer care in last 12 months           | 10.84% | 11.21% | 46.52%   | 11.31% | 41.54% | 21.05%      | 43.41%  | 26.27%      |
| Informed by call centre about the action taken on the complaint     | 95.24% | 90.74% | 86.35%   | 63.08% | 89.17% | 91.37%      | 98.02%  | 93.88%      |
| Satisfaction with the system of complaint resolution by call centre | 85.43% | 78.71% | 68.63%   | 93.75% | 63.49% | 68.34%      | 76.44%  | 61.22%      |

Maximum Minimum

The awareness of Call center number for redressing grievances (i.e. Stage 1 of the 3 stage process) varies from BSNL with 61.64% to Rel Comm with 88.85%

The Percentage of consumers making any complaints to the toll free number within last 12 months is highest for Rel Comm with 46.52%.



The percentage of customers informed by call centre about the action taken on the complaint is lowest for VSNL

Also, satisfaction level with complaint resolution by call center varies from Spectra Net with 61.22% to VSNL with 93.75%.

## Redressal Mechanism - Nodal officer and Appellate Authority

|        |  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You Telecom | Hathway | Spectra Net |
|--------|--|--------|--------|----------|--------|--------|-------------|---------|-------------|
| Awaren | ness about contact details<br>of Nodal officer     | 20.12% | 16.41% | 13.04%   | 16.39% | 13.30% | 42.56%      | 33.90%  | 41.55%      |
|        | eness about the contact of the appellate authority | 16.62% | 14.12% | 5.98%    | 12.79% | 7.12%  | 21.50%      | 24.14%  | 37.27%      |

Maximum Minimum

Of all the subscribers contacted across all the service providers, small percentage is aware of the existence of Nodal officer and Appellate Authority for redressal of grievances.

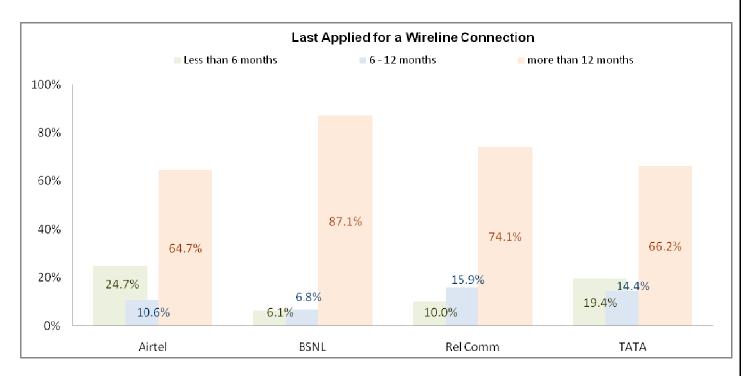


## 5.1 Detailed Findings – Basic Wireline

This section of the report details with the performance of service providers on all the sub-aspects of various 'Quality of Service' parameters.

## 5.1.1 Service Provision sub-aspects

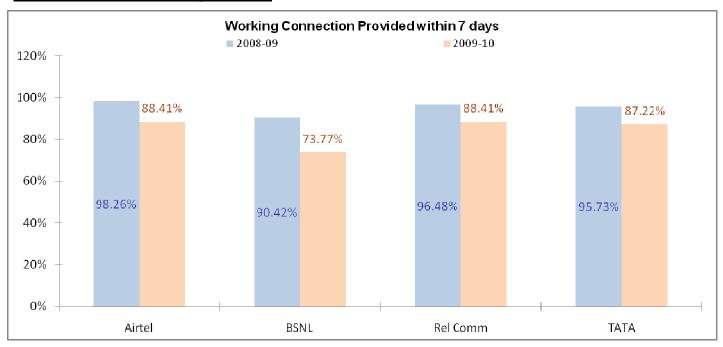
<u>a. Last application for a phone connection:</u> This aspect seeks to find out the recency of applying for a new wireline phone connection of subscribers for various service providers.



For Airtel, 1/4<sup>th</sup> of the subscribers opted for it in the last 6 months. Almost 90% of BSNL subscribers are more than a year old.

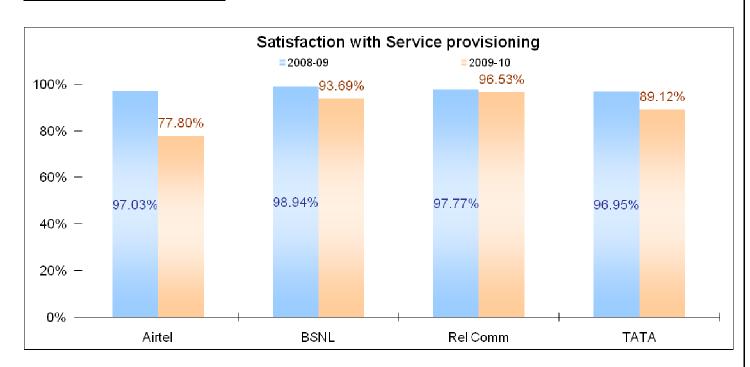


## b. Time taken to provide a working connection



For number of working connections provided within 7 days, Airtel with 88.41% scored highest. Whereas BSNL with 73.77% scored lowest.

## Satisfaction with service provision:





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For satisfaction with service provisioning, Rel Comm with 96.53% scored highest. Whereas Airtel with 77.8% scored lowest.

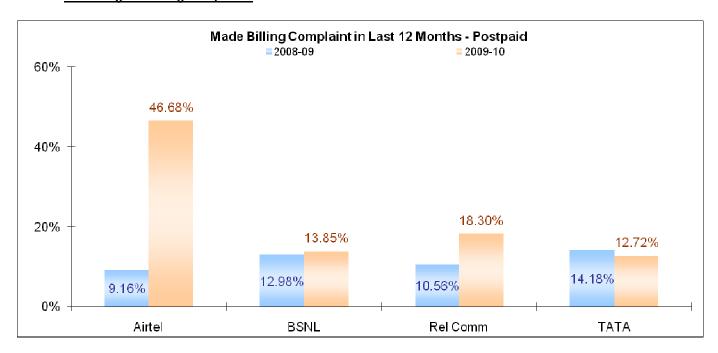
|   | Airtel  | BSNL   | Rel Comm | TATA   |  |
|---|---------|--------|----------|--------|--|
| Satisfaction with time taken for activation | 2009-10 |        |          |        |  |
| Very satisfied                              | 42.66%  | 24.77% | 34.65%   | 39.35% |  |
| Satisfied                                   | 35.14%  | 68.92% | 61.88%   | 49.77% |  |
| Dissatisfied                                | 9.97%   | 5.41%  | 0.50%    | 2.78%  |  |
| Very dissatisfied                           | 12.24%  | 0.90%  | 2.97%    | 8.10%  |  |
| Top-2                                       | 77.80%  | 93.69% | 96.53%   | 89.12% |  |
| Bot-2                                       | 22.21%  | 6.31%  | 3.47%    | 10.88% |  |

#### 5.1.2 Billing Related sub-aspects

This aspect captures the level of satisfaction of subscribers on various billing related aspects such as timeliness, accuracy, clarity etc. It also finds out the reasons for dissatisfaction of various billing related aspects.

### **Post-paid Subscribers**

## a. Percentage of Billing Complaints



Subscribers of Airtel with 46.68% made maximum number of billing related complaints in 2009-10. For 2008-09, maximum billing complaints were made for TATA with 14.18%.



## b. Satisfaction with various billing parameters

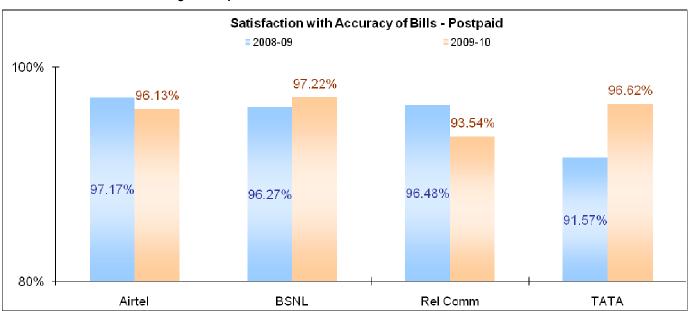
| Satisfaction with Billing Parameters : For Postpaid customers | Airtel | BSNL   | Rel Comm | TATA   |
|---|--------|--------|----------|--------|
| Timely delivery of bills                                      | 95.83% | 97.30% | 93.58%   | 94.10% |
| Accuracy of bills   | 96.13% | 97.22% | 93.54%   | 96.62% |
| Process of resolution of billing complaints                   | 94.55% | 80.08% | 82.45%   | 76.36% |
| Clarity i.e. transparency and understandability of bills      | 96.97% | 97.08% | 95.33%   | 97.89% |

Satisfaction with timely delivery of bills for postpaid subscribers was found to be lowest for Rel Comm with 93.58%. Satisfaction with accuracy of bills was found to be lowest for Rel Comm.

Satisfaction with clarity of bills was found to be lowest for Rel Comm.

For satisfaction with resolution of billing complaints, TATA with 76.36% scored lowest.

## Level of satisfaction with Billing – Post paid subscribers:



The scores of level of satisfaction have been explained in the executive summary.

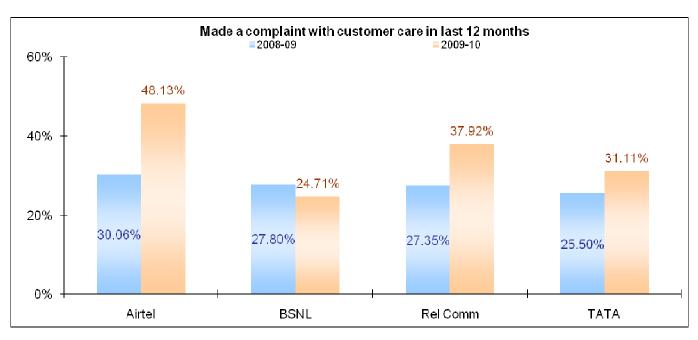


| Very Satisfied & Satisfied scores | Airtel | BSNL   | Rel Comm | TATA   |
|-----------------------------------|--------|--------|----------|--------|
| Very Satisfied                    | 54.71% | 34.69% | 18.26%   | 26.64% |
| Satisfied                         | 41.42% | 62.53% | 75.28%   | 69.98% |
| Total                             | 96.13% | 97.22% | 93.54%   | 96.62% |

Maximum score for satisfaction with Accuracy of bills for postpaid was found to be for BSNL with 97.22% of its subscribers claiming to be either satisfied or very satisfied.

## 5.1.3 Help Services Related sub-aspects

# a. Percentage of subscribers making Query in last 12 months



During last 12 months, maximum queries/complaints to the customer care have been made by Airtel subscribers and minimum calls were made by the BSNL subscribers.

## b. Satisfaction with Help Services / Customer Care

| Satisfaction with help services                               | Airtel | BSNL   | Rel Comm | TATA   |
|---|--------|--------|----------|--------|
| Ease of access of call center toll free number                | 89.69% | 88.37% | 92.41%   | 85.61% |
| Response time to answer call by customer care executive       | 88.66% | 87.50% | 87.75%   | 78.78% |
| Problem solving ability of customer care executive            | 87.25% | 84.73% | 82.45%   | 74.08% |
| Time taken by customer care executive in resolving complaints | 88.03% | 85.55% | 87.41%   | 80.73% |



For ease of accessing customer care, TATA with 85.61% scored lowest. For satisfaction with problem solving ability of the customer care executive, TATA scored lowest whereas Airtel scored highest.

The satisfaction with response time to answer call by customer care executive was found to be lowest for TATA. The satisfaction with time taken by customer care executive in resolving complaints was found to be lowest for TATA.

## 5.1.4 Network performance, reliability and availability related sub-aspects

## a. Satisfaction with network performance, reliability and availability

| Very Satisfied & Satisfied scores                  | Airtel | BSNL   | Rel Comm | TATA   |
|--|--------|--------|----------|--------|
| Availability of working telephone (with dial tone) | 87.31% | 96.73% | 96.49%   | 91.52% |
| Ability to make or receive calls easily            | 86.75% | 96.84% | 95.61%   | 92.18% |
| Voice quality                                      | 88.05% | 95.87% | 96.22%   | 92.86% |

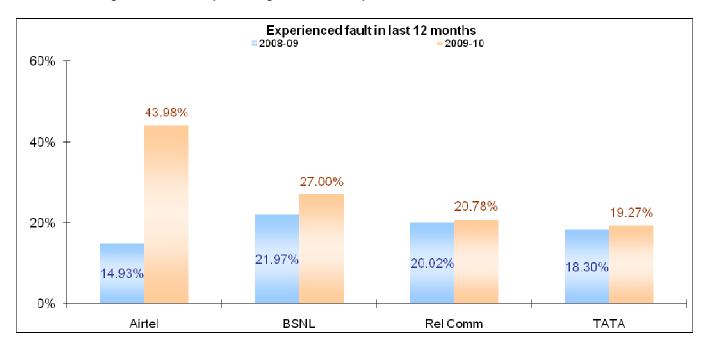
The satisfaction with availability of working telephone (with dial tone) was found to be lowest for Airtel.

The satisfaction with voice quality was found to be highest for Rel Comm.

In the current round of survey, BSNL scored highest for satisfaction with ability to make and receive calls.

#### 5.1.5 Maintainability related sub-aspects

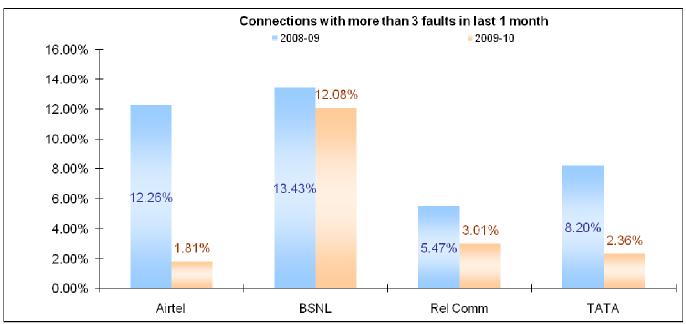
## a. Percentage subscribers experiencing fault in the telephone in last 12 months



Penetration of customers who have made fault complaints was observed to be highest for Airtel with 43.98% of the subscribers claiming that they have made a complaint in last 12 months

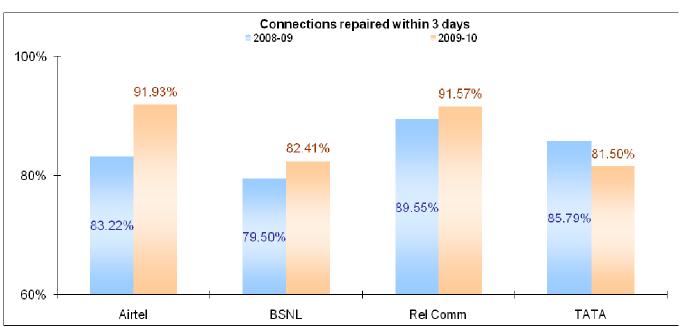


## b. Number of times telephone became faulty in last 1 month



When it comes to comparing number of times the subscriber's telephone became faulty out of the base of the subscriber who has faced any problem in their connection in the last 1 month maximum subscribers who claimed that they have faced problems in their telephone connection more than three times were from BSNL.

#### c. Time taken to repair after lodging complaint

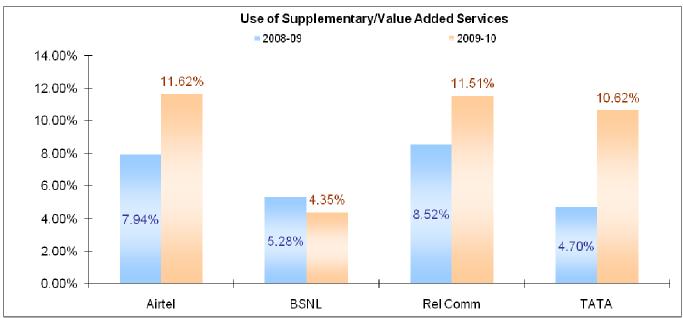


Percentage of connections repaired within 3 days varies from TATA with 81.5% to Airtel with 91.93%.



# 5.1.6 Supplementary services

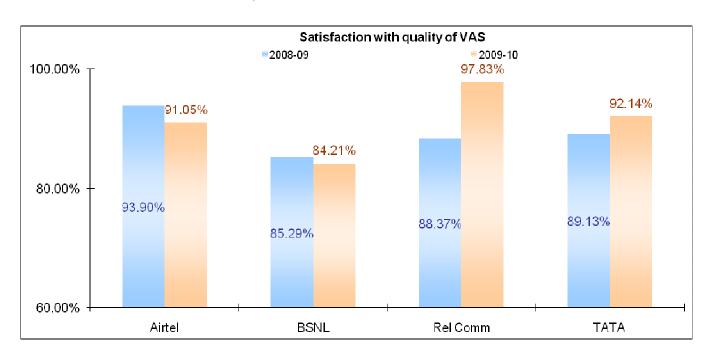
## a. Percentage of subscribers opting for Supplementary Services



Usage of supplementary services is lowest among BSNL subscribers.

# b. Satisfaction with Supplementary Services

# Level of satisfaction with supplementary services





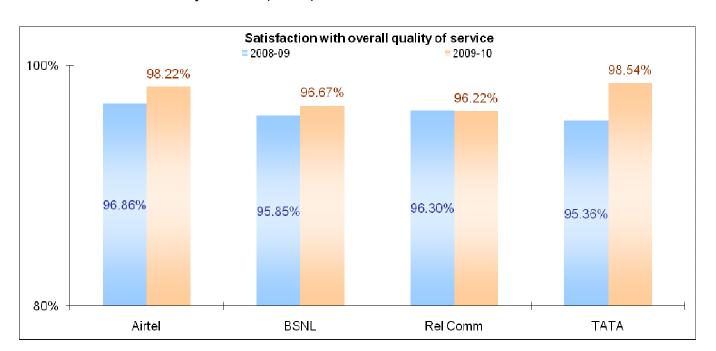
The scores of level of satisfaction have been explained in the executive summary.

| Very Satisfied & Satisfied scores | Airtel | BSNL   | Rel Comm | TATA   |
|-----------------------------------|--------|--------|----------|--------|
| Very Satisfied                    | 46.84% | 6.58%  | 22.83%   | 26.43% |
| Satisfied                         | 44.21% | 77.63% | 75.00%   | 65.71% |
| Total                             | 91.05% | 84.21% | 97.83%   | 92.14% |

The total satisfaction percentage is highest for Rel Comm with 97.83% of subscribers who were using supplementary services claiming that they are either satisfied or very satisfied with supplementary services provided.

#### 5.1.7 Overall Customer Satisfaction

# Level of satisfaction with Quality of Service (Overall):



The scores of level of satisfaction have been explained in the executive summary.

| Very Satisfied & Satisfied scores | Airtel | BSNL   | Rel Comm | TATA   |
|-----------------------------------|--------|--------|----------|--------|
| Very Satisfied                    | 23.57% | 29.73% | 30.14%   | 27.07% |
| Satisfied                         | 74.65% | 66.94% | 66.08%   | 71.47% |
| Total                             | 98.22% | 96.67% | 96.22%   | 98.54% |

In the current round of survey, TATA with 98.54% scored highest for overall customer satisfaction with quality of service whereas Rel Comm with 96.22% scored lowest.



#### 5.1.8 Redressal Mechanism

| Satisfaction Scores   | Airtel | BSNL   | Rel Comm | TATA   |
|---|--------|--------|----------|--------|
| Call Center   | 86.14% | 86.49% | 85.49%   | 81.35% |
| Nodal Officer   | 56.56% | 84.85% | 78.38%   | 66.31% |
| For new customers, provisioning of 'Manual of Practice' while taking the new connection | 49.65% | 64.89% | 47.83%   | 45.07% |

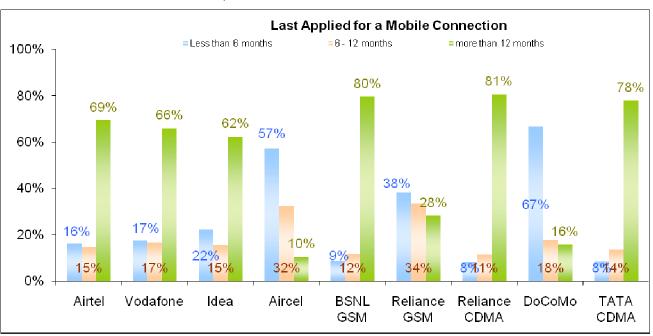
It is observed that awareness of three stage redressal grievances mechanism for customers is significant across subscribers of all service providers.

### 5.2 Detailed Findings – Cellular Mobile Services

This section details out the performance of service providers on all the sub-aspects of various 'Quality of Service' parameters.

#### 5.2.1 Service Provision

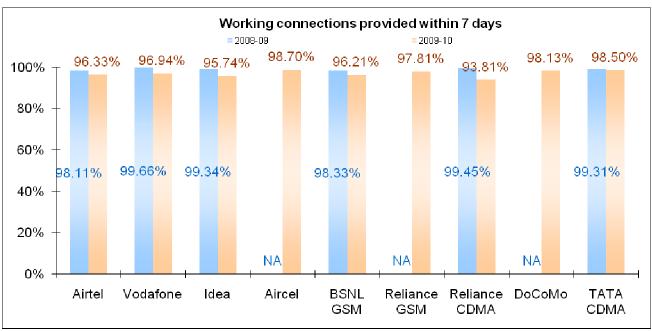
<u>a. Last application for a phone connection:</u> This aspect seeks to find out the recency of applying for a new mobile phone connection of subscribers for various service providers.



As expected, more than 2/3<sup>rd</sup> of DoCoMo's subscribers have come in last 6 months. BSNL GSM, Reliance CDMA and TATA CDMA have around 80% of their subscribers more than a year old.

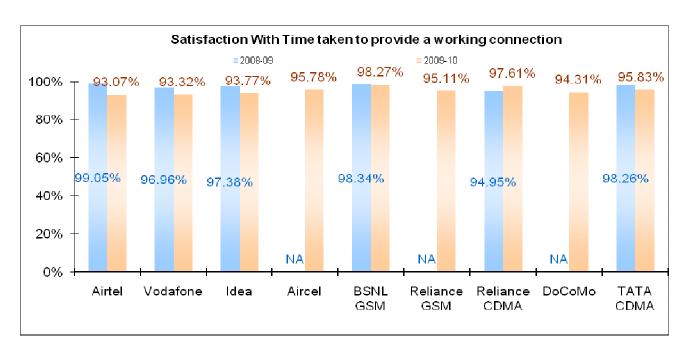
**b.** Time taken for activation of new connection: This aspect seeks to find out the performance of various providers on the time taken to activate a new connection i.e. in how many days after taking a new connection is the person able to make / receive calls.





For proportion of connections activated within 7 days, Aircel with 98.7% connections scored highest whereas Reliance CDMA with 93.81% connections scored lowest.

# c. Satisfaction with service provision:



The scores of level of satisfaction have been explained in the executive summary.

| Very Satisfied & Satisfied scores | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|-----------------------------------|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Very Satisfied                    | 27.45% | 20.70%   | 19.27% | 21.67% | 22.83%   | 22.59%          | 19.54%           | 20.21% | 21.19%       |
| Satisfied                         | 67.54% | 74.54%   | 73.22% | 68.27% | 71.85%   | 71.67%          | 75.83%           | 70.90% | 73.40%       |
| Total                             | 94.99% | 95.24%   | 92.49% | 89.94% | 94.68%   | 94.26%          | 95.37%           | 91.11% | 94.59%       |

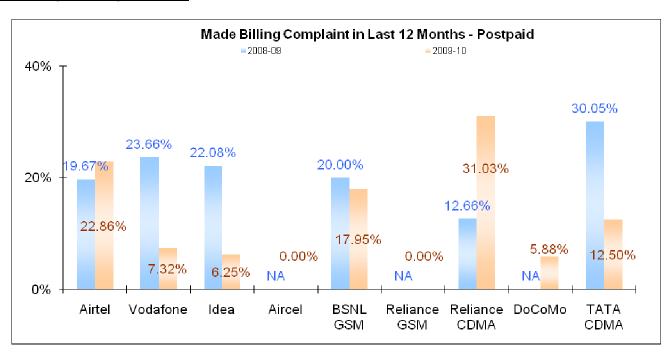
Score for level of satisfaction with service provisioning varies from 89.94% for Aircel to 95.37% for Reliance CDMA.

## 5.2.2 Billing Aspects

This aspect captures the level of satisfaction of subscribers on various billing related aspects such as timeliness, accuracy, clarity, billing complaints resolution, etc. It also finds out the reasons for dissatisfaction of various billing related aspects.

### a. Postpaid subscribers:

## i. Percentage of billing complaints



Subscribers of Reliance CDMA made maximum number of billing related complaints in 2009-10. In 2008-09, maximum billing related complaints were made by TATA CDMA subscribers.



## ii. Satisfaction with various billing parameters

| Satisfaction Level                                       | Airtel | Vodafone | ldea   | Aircel  | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo  | TATA<br>CDMA |
|--|--------|----------|--------|---------|----------|-----------------|------------------|---------|--------------|
| Timely delivery of bills                                 | 75.00% | 88.24%   | 86.67% | 66.66%  | 90.00%   | 84.62%          | 79.17%           | 77.78%  | 66.66%       |
| Accuracy of bills  | 67.86% | 82.15%   | 84.61% | 50.00%  | 85.72%   | 84.61%          | 69.56%           | 100.00% | 66.67%       |
| Process of resolution of billing complaints              | 14.29% | 33.33%   | 0.00%  | NA      | 66.67%   | NA              | 44.44%           | 0.00%   | 0.00%        |
| Clarity i.e. transparency and understandability of bills | 76.67% | 92.60%   | 92.85% | 100.00% | 92.30%   | 100.00%         | 76.19%           | 66.67%  | 60.00%       |

In the current round of survey, satisfaction with timely delivery of bills for postpaid subscribers was found to be lowest for Aircel with 66.66%

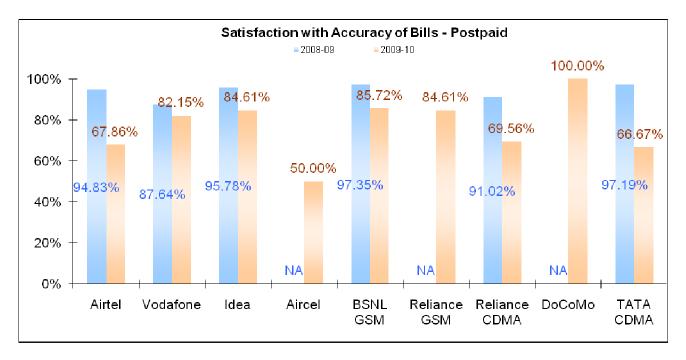
The satisfaction with accuracy of bills was found to be lowest for Aircel.

The satisfaction with clarity of bills was found to be lowest for TATA CDMA.

For satisfaction with resolution of billing complaints, Idea, DoCoMo, TATA CDMA scored the lowest.

## iii. Percentage of subscribers satisfied

Level of satisfaction with billing performance (Post paid customers)



The scores of level of satisfaction have been explained in the executive summary.

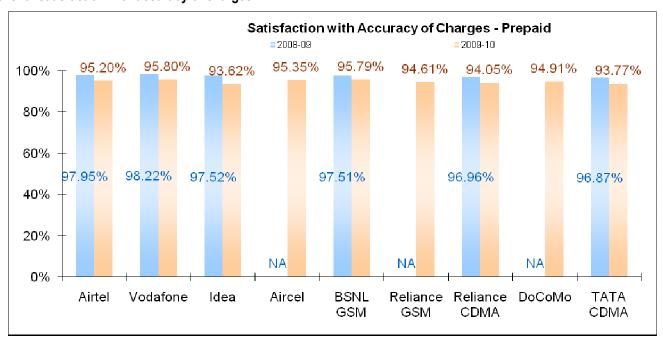


| Very Satisfied & Satisfied scores | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo  | TATA<br>CDMA |
|-----------------------------------|--------|----------|--------|--------|----------|-----------------|------------------|---------|--------------|
| Very Satisfied                    | 21.43% | 14.29%   | 7.69%  | 50.00% | 17.86%   | 46.15%          | 17.39%           | 33.33%  | 0.00%        |
| Satisfied                         | 46.43% | 67.86%   | 76.92% | 0.00%  | 67.86%   | 38.46%          | 52.17%           | 66.67%  | 66.67%       |
| Total                             | 67.86% | 82.15%   | 84.61% | 50.00% | 85.72%   | 84.61%          | 69.56%           | 100.00% | 66.67%       |

In the current round of survey, highest score was found to be for DoCoMo with 100% subscribers claiming that they are either satisfied or very satisfied with postpaid billing.

# c. Prepaid subscribers:

# Level of satisfaction with accuracy of charges:



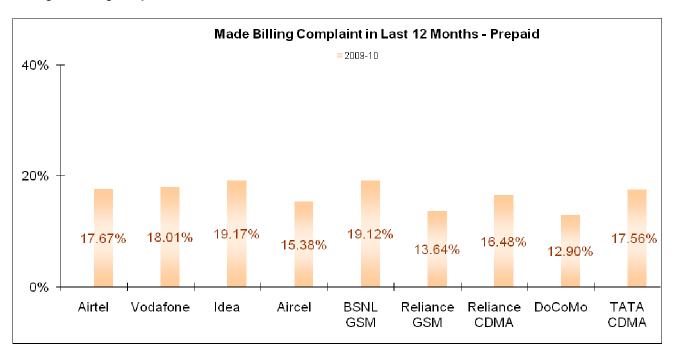
The scores of level of satisfaction have been explained in the executive summary.

| Very Satisfied & Satisfied scores | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|-----------------------------------|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Very Satisfied                    | 27.91% | 24.10%   | 25.02% | 32.36% | 29.72%   | 26.15%          | 19.10%           | 27.94% | 25.74%       |
| Satisfied                         | 67.29% | 71.70%   | 68.60% | 62.99% | 66.07%   | 68.46%          | 74.95%           | 66.97% | 68.03%       |
| Total                             | 95.20% | 95.80%   | 93.62% | 95.35% | 95.79%   | 94.61%          | 94.05%           | 94.91% | 93.77%       |

In the current round of survey, highest score was found to be for Vodafone with 95.8% subscribers claiming that they are either satisfied or very satisfied with prepaid billing.

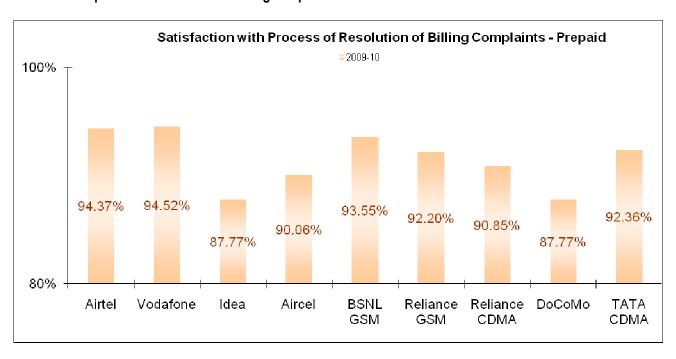


## Percentage of billing complaints



For billing related complaints in 2009-10 maximum score was found to be for Idea with 19.17% of its subscribers claiming to have made a billing complaint in last 12 months.

# Satisfaction with process of resolution of billing complaints



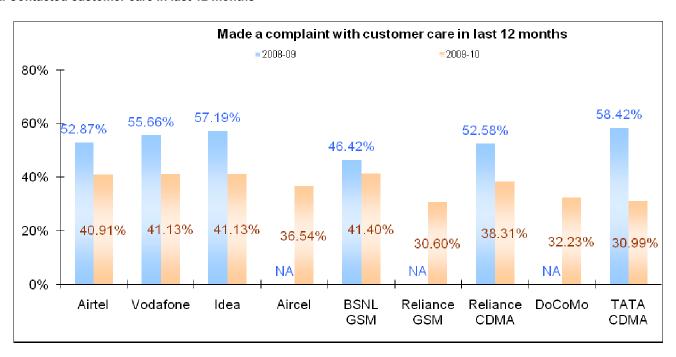
For satisfaction with process of resolution of billing complaints, maximum score was found to be for Vodafone with 94.52% of its subscribers claiming to be either satisfied or very satisfied.



#### 5.2.3 Help Services

This parameter captures the satisfaction of subscribers on various sub-aspects of help services. This includes the ease of connecting to call center, problem solving ability of the customer care executive, time taken for resolution of complaint, etc.

#### a. Contacted customer care in last 12 months



During last 12 months, maximum queries/complaints to the customer care have been made by BSNL GSM subscribers and minimum calls were made by the Reliance GSM subscribers.

## b. Level of satisfaction on various sub-aspects of help services

| Satisfaction with help services                               | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|---|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Ease of access of call center toll free number                | 90.53% | 88.97%   | 85.24% | 86.55% | 88.28%   | 88.61%          | 85.89%           | 85.23% | 91.13%       |
| Response time to answer call by customer care executive       | 90.49% | 89.15%   | 85.77% | 85.78% | 89.71%   | 88.00%          | 85.75%           | 86.74% | 90.75%       |
| Problem solving ability of customer care executive            | 91.43% | 88.18%   | 81.32% | 79.75% | 88.45%   | 83.19%          | 82.45%           | 81.40% | 86.84%       |
| Time taken by customer care executive in resolving complaints | 89.25% | 87.74%   | 80.70% | 77.45% | 87.86%   | 80.86%          | 82.08%           | 77.85% | 85.11%       |

For ease of accessing customer care, DoCoMo with 85.23% scored lowest.

The satisfaction with response time to answer call by customer care executive was found to be lowest for Reliance CDMA.



The satisfaction with time taken by customer care executive in resolving complaints was found to be lowest for Aircel.

For satisfaction with problem solving ability of the customer care executive, Aircel scored lowest whereas Airtel scored highest.

#### 5.2.4 Network Performance, Reliability & Availability:

This parameter captures the level of satisfaction of subscribers with various network related parameters which includes aspects like availability of signal at all times, whether the person is easily able to make or receive calls and the voice quality of the connection.

## a. Level of satisfaction on various sub-aspects of network related parameters

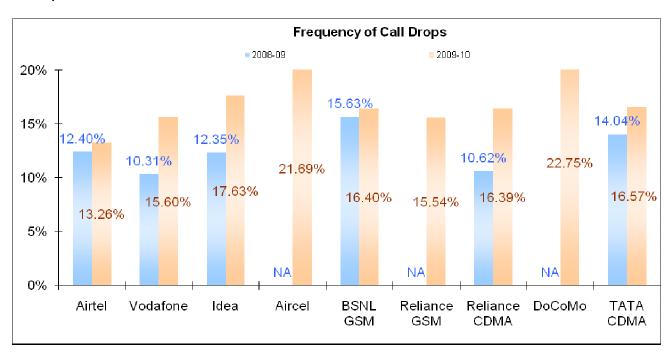
| Satisfaction with network related parameters | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|--|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Availability of signal                       | 92.22% | 91.48%   | 87.02% | 79.66% | 87.20%   | 88.40%          | 93.39%           | 80.12% | 89.55%       |
| Ability to make or receive calls easily      | 95.96% | 93.48%   | 90.11% | 85.65% | 91.53%   | 90.23%          | 95.04%           | 83.89% | 92.60%       |
| Voice quality                                | 95.63% | 93.39%   | 88.71% | 85.24% | 92.05%   | 90.63%          | 92.65%           | 85.90% | 91.06%       |

The satisfaction with availability of signal was found to be lowest for Aircel.

The satisfaction with ability to make or receive calls easily was found to be lowest for DoCoMo.

The satisfaction with voice quality was found to be lowest for Aircel.

### c. Call drop rate:



According to survey results call drops are more frequent for DoCoMo with 22.75% of subscribers claiming that they experience frequent or very frequent call drops.



## 5.2.5 Maintainability:

This aspect deals with the incidence of signal outages that the subscribers face with their telephone connections. It measures the level of satisfaction of users with the signal availability and the time taken for restoration of signal problems.

#### a. Level of satisfaction on various sub-aspects of maintainability:

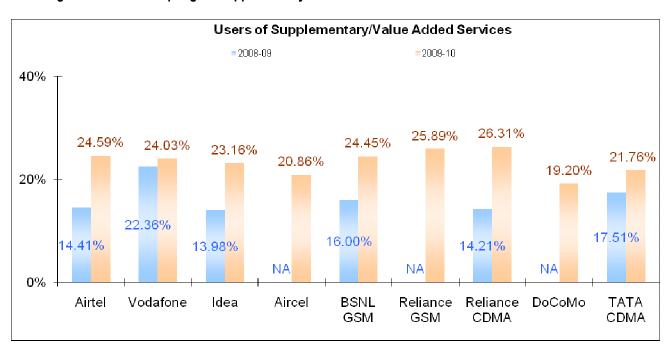
| Parameter  | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|--|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Frequency of Signal Problem (Never or Occasional)                              | 85.99% | 86.09%   | 83.68% | 76.38% | 82.24%   | 83.77%          | 83.90%           | 75.13% | 85.11%       |
| Satisfaction with restoration of signal problems (Very Satisfied or Satisfied) | 94.39% | 91.78%   | 86.38% | 79.91% | 89.23%   | 86.89%          | 91.16%           | 80.61% | 88.71%       |

The satisfaction with frequency of signal problem was found to be highest for Vodafone. The satisfaction with restoration of signal problems was found to be highest for Airtel.

## 5.2.6 Supplementary services:

Supplementary services mean the services that the subscribers have to specifically subscribe for. Some of these services are free of cost and for others the subscribers have to pay either monthly charges or they are charged for these services according to its usage. Some of the common supplementary services are call divert, voice mail, GPRS, etc.

### a. Percentage of subscribers opting for supplementary services:

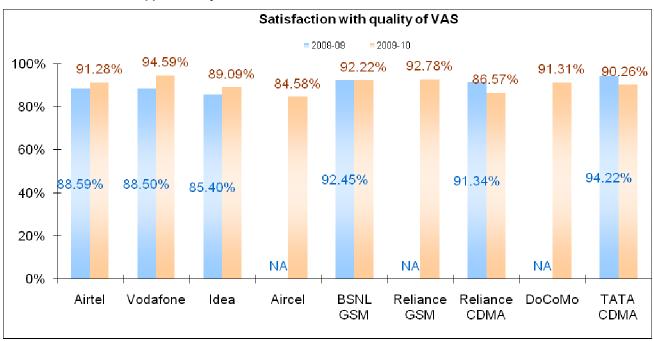


In the year 2009-10 usage of supplementary services varies from 19.2% for DoCoMo to 26.31% for Reliance CDMA.



# b. Percentage of subscribers satisfied with supplementary services:

## Level of satisfaction with supplementary services:



The scores of level of satisfaction have been explained in the executive summary.

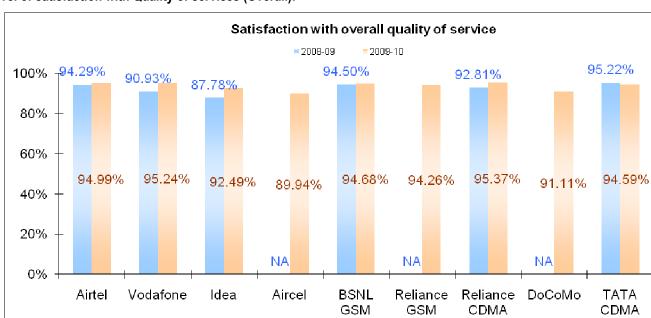
| Very Satisfied & Satisfied scores | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|-----------------------------------|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Very Satisfied                    | 20.56% | 16.89%   | 24.30% | 8.41%  | 18.37%   | 16.49%          | 14.84%           | 23.19% | 14.36%       |
| Satisfied                         | 70.72% | 77.70%   | 64.79% | 76.17% | 73.85%   | 76.29%          | 71.73%           | 68.12% | 75.90%       |
| Total                             | 91.28% | 94.59%   | 89.09% | 84.58% | 92.22%   | 92.78%          | 86.57%           | 91.31% | 90.26%       |

The total satisfaction percentage is highest for Vodafone with 94.59% of subscribers who were using supplementary services claiming that they are either satisfied or very satisfied with supplementary services provided.

# 5.2.7 Overall percentage of subscribers satisfied:

This parameter measures the overall satisfaction of mobile phone users with their respective service providers taking into account the performance of the service provider on various aspects of mobile phone services.





#### Level of satisfaction with Quality of services (Overall):

The scores of level of satisfaction have been explained in the executive summary.

| Very Satisfied & Satisfied scores | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|-----------------------------------|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Very Satisfied                    | 27.45% | 20.70%   | 19.27% | 21.67% | 22.83%   | 22.59%          | 19.54%           | 20.21% | 21.19%       |
| Satisfied                         | 67.54% | 74.54%   | 73.22% | 68.27% | 71.85%   | 71.67%          | 75.83%           | 70.90% | 73.40%       |
| Total                             | 94.99% | 95.24%   | 92.49% | 89.94% | 94.68%   | 94.26%          | 95.37%           | 91.11% | 94.59%       |

In the current round of survey, Reliance CDMA with 95.37% scored highest for overall customer satisfaction with quality of service whereas Aircel with 89.94% scored lowest.

## 5.2.8 Three stage redressal mechanism:

TRAI has initiated a set of regulations named as 'Telecom Consumer Protection and Redressal of Grievances Regulations – 2007'. From this round of the customer satisfaction study of subscribers, TRAI has decided to test the awareness, implementation and effectiveness of these regulations. These set up regulations are basically a three step mechanism through which a customer can solve his / her query. Given below are the findings related to this three stage redressal mechanism across subscribers of various service providers.

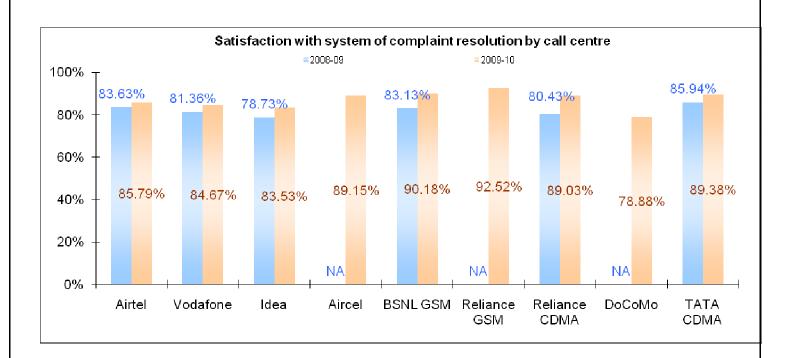
| Awareness about contact details of: | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|-------------------------------------|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Customer Care                       | 56.71% | 59.11%   | 57.11% | 58.47% | 55.79%   | 56.15%          | 53.71%           | 53.80% | 52.42%       |
| Nodal Officer                       | 5.44%  | 5.73%    | 5.67%  | 7.75%  | 6.22%    | 7.76%           | 5.41%            | 4.21%  | 3.19%        |
| Appellate Authority                 | 4.92%  | 4.14%    | 5.27%  | 7.13%  | 5.62%    | 6.63%           | 4.49%            | 4.41%  | 4.84%        |



# Details of awareness related parameters have already been explained in the executive summary

| Made any complaint to the customer care in last 12 months       | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|---|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Yes   | 15.42% | 13.76%   | 14.30% | 12.12% | 14.74%   | 10.03%          | 15.12%           | 11.67% | 13.19%       |
| No  | 84.58% | 86.24%   | 85.70% | 87.88% | 85.26%   | 89.97%          | 84.88%           | 88.33% | 86.81%       |
| If complaint made   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Docket number received for most of the complaints               | 34.22% | 33.12%   | 26.09% | 24.43% | 34.62%   | 36.45%          | 36.77%           | 40.49% | 20.35%       |
| No docket number received for most of the complaints            | 27.27% | 19.11%   | 31.68% | 38.93% | 23.72%   | 23.36%          | 21.94%           | 15.95% | 53.98%       |
| It was received on request                                      | 35.83% | 43.31%   | 40.37% | 36.64% | 37.82%   | 40.19%          | 38.06%           | 41.72% | 24.78%       |
| No docket number received even on request                       | 2.67%  | 4.46%    | 1.86%  | 0.00%  | 3.85%    | 0.00%           | 3.23%            | 1.84%  | 0.88%        |
| Informed by call centre about the action taken on the complaint | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Yes   | 88.41% | 85.55%   | 82.12% | 86.76% | 82.66%   | 84.35%          | 86.06%           | 79.65% | 70.83%       |
| No  | 6.28%  | 9.25%    | 11.73% | 11.03% | 10.98%   | 10.43%          | 9.70%            | 15.12% | 25.00%       |

# Level of satisfaction with resolution of complaints by call centre





Level of satisfaction with resolution of complaints (for those customers who had made complaint in last 12 months) is observed to be highest for Reliance GSM with 92.52% and lowest for DoCoMo with 78.88%.

# Reasons for dissatisfaction with resolution of complaints by call centre

|  | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |  |  |  |
|--|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|--|--|--|
| Reason for dissatisfaction - Call centre                       |        | 2009-10  |        |        |          |                 |                  |        |              |  |  |  |
| Difficult to connect to the call center executive              | 0.00%  | 0.00%    | 0.00%  | 0.00%  | 0.00%    | 0.00%           | 0.00%            | 0.00%  | 0.00%        |  |  |  |
| Customer care executive not polite/courteous                   | 10 /1% | 12.00%   | 0.00%  | 0.00%  | 6.25%    | 0.00%           | 11.76%           | 8.82%  | 0.00%        |  |  |  |
| Customer care executive not equipped with adequate information | 21.43% | 16.00%   | 28.57% | 28.57% | 18.75%   | 25.00%          | 35.29%           | 29.41% | 25.00%       |  |  |  |
| Time taken by call centre for redressal is too long            | 17 8h% | 24.00%   | 42.86% | 28.57% | 31.25%   | 37.50%          | 29.41%           | 26.47% | 33.33%       |  |  |  |
| Customer care executive was unable to understand the problem   |        | 12.00%   | 10.71% | 0.00%  | 0.00%    | 0.00%           | 0.00%            | 5.88%  | 16.67%       |  |  |  |
| Others   | 3.57%  | 0.00%    | 0.00%  | 0.00%  | 0.00%    | 0.00%           | 0.00%            | 0.00%  | 0.00%        |  |  |  |

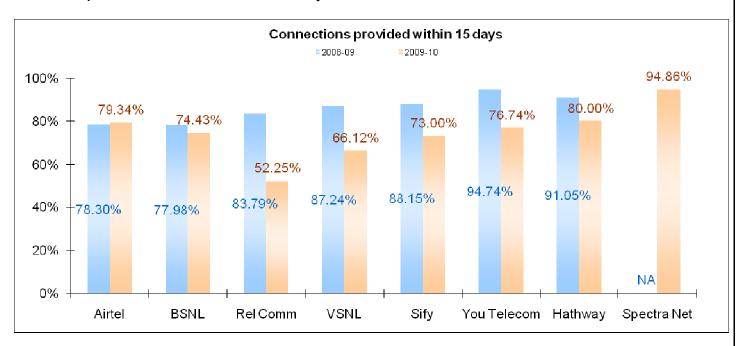
For subscribers who were dissatisfied or very dissatisfied with call centre customer executive not equipped with adequate information and time taken to resolve the complaint emerged out as two pain points.



# 5.3 Detailed Findings – Broadband Services

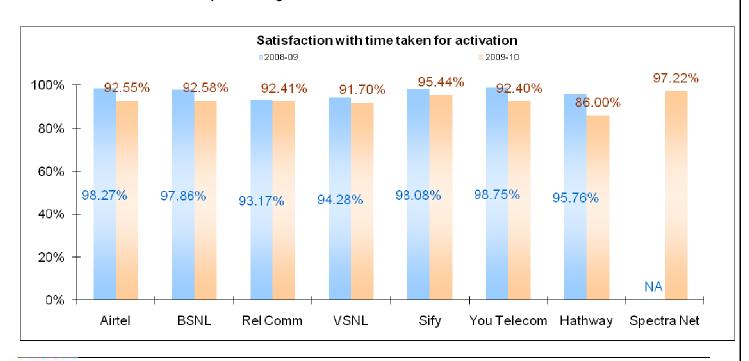
#### 5.3.1 Service Provision:

Incidence of provision of BB connection within 15 days



For activation of new connection, Spectra Net with 94.86% scored maximum whereas Rel Comm with 52.25% scored minimum.

## Level of satisfaction with service provisioning:





The scores of level of satisfaction have been explained in the executive summary.

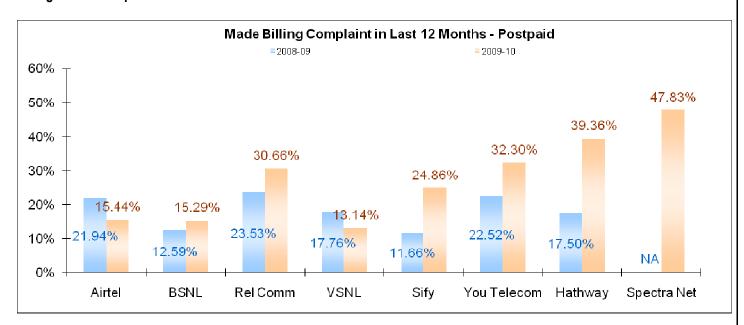
| Very Satisfied & Satisfied scores: | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You Telecom | Hathway | Spectra Net |
|------------------------------------|--------|--------|----------|--------|--------|-------------|---------|-------------|
| Very Satisfied                     | 16.50% | 9.21%  | 2.83%    | 11.20% | 0.76%  | 10.53%      | 3.20%   | 2.78%       |
| Satisfied                          | 76.05% | 83.37% | 89.58%   | 80.50% | 94.68% | 81.87%      | 82.80%  | 94.44%      |
| Total                              | 92.55% | 92.58% | 92.41%   | 91.70% | 95.44% | 92.40%      | 86.00%  | 97.22%      |

Spectra Net with 97.22% of the subscribers saying that they are either "Very Satisfied" or "Satisfied" with the service provisioning scored highest. Whereas Hathway with 86% of the subscribers saying that they are either "Very Satisfied" or "Satisfied", scored lowest.

# 5.3.2 Billing Performance:

#### Postpaid:

## Billing related complaints



In the current round of survey, penetration of post paid subscribers making billing complaints varies from VSNL with 13.14% to Spectra Net with 47.83%



| Satisfaction with Billing<br>Parameters:                 | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You Telecom | Hathway | Spectra Net |
|--|--------|--------|----------|--------|--------|-------------|---------|-------------|
| Timely delivery of bills                                 | 97.34% | 97.57% | 91.80%   | 96.40% | 99.45% | 93.88%      | 88.11%  | 89.48%      |
| Accuracy of bills  | 96.99% | 96.59% | 91.99%   | 96.95% | 98.33% | 91.50%      | 83.95%  | 91.31%      |
| Process of resolution of billing complaints              | 84.50% | 87.21% | 62.74%   | 96.61% | 97.67% | 85.34%      | 78.08%  | 85.19%      |
| Clarity i.e. transparency and understandability of bills | 96.82% | 96.98% | 92.85%   | 98.20% | 98.84% | 96.62%      | 93.51%  | 97.37%      |

The satisfaction with accuracy of bills was found to be lowest for Hathway.

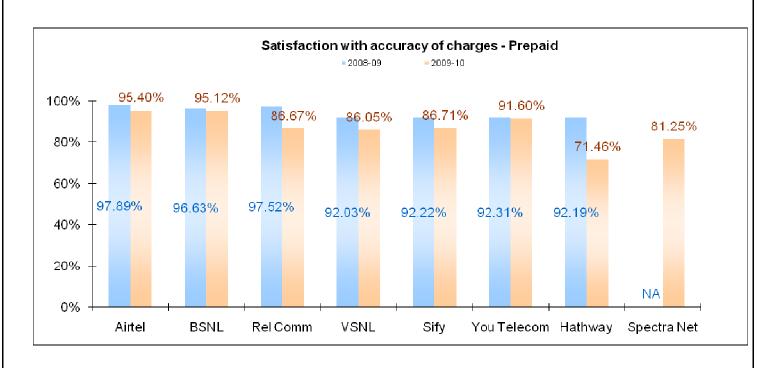
The satisfaction with clarity of bills was found to be lowest for Rel Comm

Level of satisfaction with timely delivery of bills is lowest for Hathway with 88.11%.

Rel Comm scored lowest for resolution of billing complaints.

## **Billing Accuracy - Prepaid**

## Level of satisfaction:



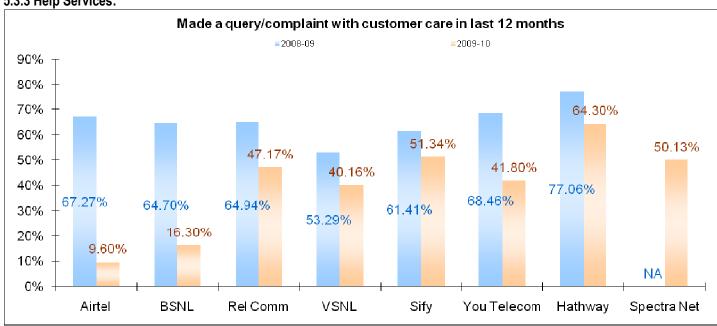
The scores of level of satisfaction have been explained in the executive summary.



| Very Satisfied & Satisfied scores:<br>Accuracy of charges | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You Telecom | Hathway | Spectra Net |
|---|--------|--------|----------|--------|--------|-------------|---------|-------------|
| Very Satisfied  | 25.29% | 21.95% | 16.67%   | 23.26% | 4.23%  | 5.34%       | 4.06%   | 12.89%      |
| Satisfied   | 70.11% | 73.17% | 70.00%   | 62.79% | 82.48% | 86.26%      | 67.40%  | 68.36%      |
| Total   | 95.40% | 95.12% | 86.67%   | 86.05% | 86.71% | 91.60%      | 71.46%  | 81.25%      |

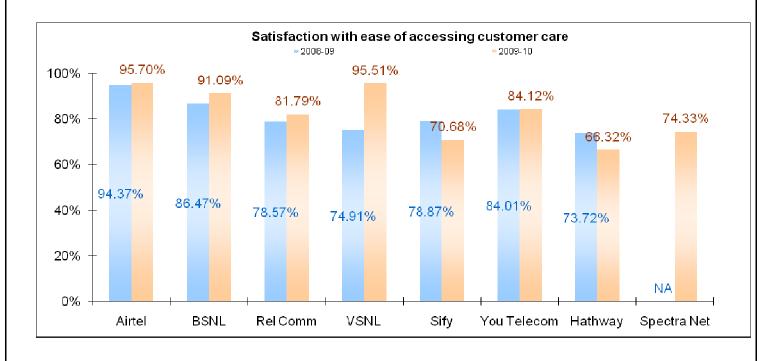
Airtel with 95.4% of the prepaid subscribers claiming to be either satisfied or very satisfied with billing performance scored highest.

5.3.3 Help Services:



Number of respondents making a query to the call center in the last 12 months varied from 9.6% for Airtel to 64.3% for Hathway





## 95.7% of Airtel subscribers claim that it is difficult to access the call center.

| Satisfaction level with Help<br>Services / Customer Care      | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You Telecom | Hathway | Spectra Net |
|---|--------|--------|----------|--------|--------|-------------|---------|-------------|
| Response time to answer call by customer care executive       | 93.55% | 85.25% | 70.51%   | 93.86% | 65.68% | 80.94%      | 67.91%  | 77.00%      |
| Problem solving ability of customer care executive            | 93.55% | 83.44% | 74.60%   | 95.91% | 68.11% | 85.20%      | 68.57%  | 70.05%      |
| Time taken by customer care executive in resolving complaints | 95.70% | 84.08% | 74.20%   | 94.69% | 69.41% | 84.73%      | 68.62%  | 70.59%      |

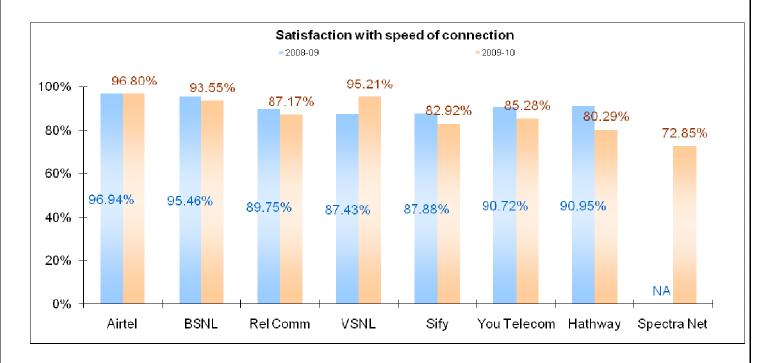
The satisfaction with response time to answer call by customer care executive was found to be lowest for Sify.

The satisfaction with problem solving ability of customer care executive was found to be highest for VSNL.

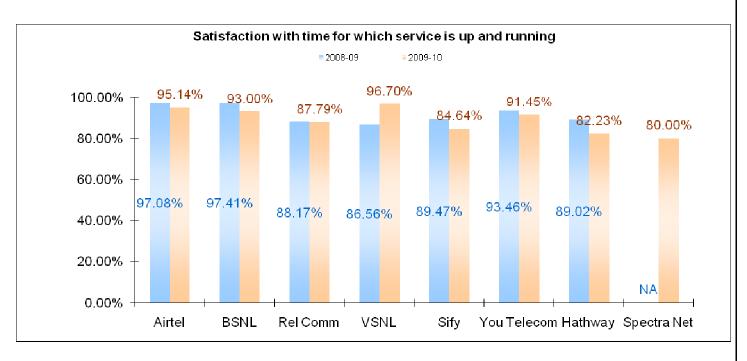
The satisfaction with time taken by customer care executive in resolving complaints was found to be lowest for Hathway.

# 5.3.4 Network performance, reliability and availability:





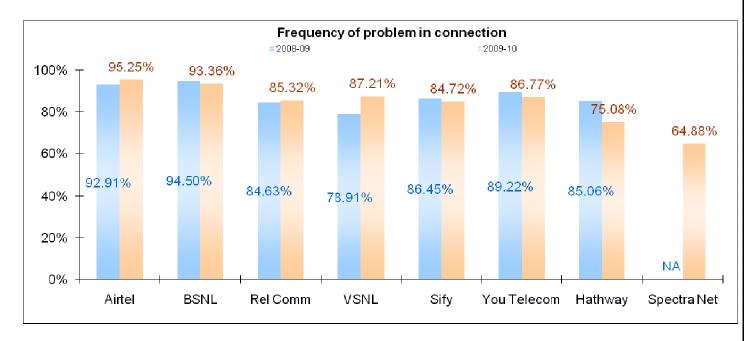
96.8% of Airtel subscribers said that they are either "Very Satisfied" or "Satisfied" with the speed of the broadband connection. Contrastingly, only 72.85% of Spectra Net subscribers are either "Very Satisfied" or "Satisfied".



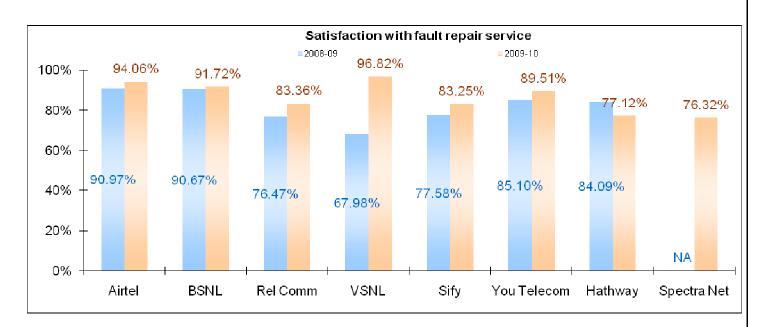
In the current round of survey, VSNL with 96.7% scored highest for satisfaction with time for which service is up and running whereas Spectra net with 80% scored lowest.

# 5.3.5 Maintainability:





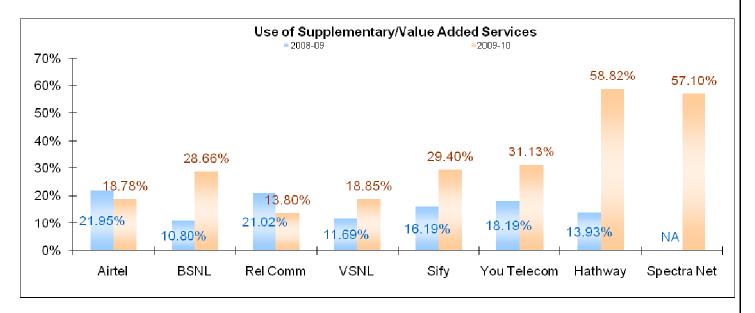
95.25% of Airtel subscribers claimed that they face frequent problems with their broadband connection.



In the current round of survey, VSNL with 96.82% scored highest on satisfaction with time taken to restore the connection whereas Spectra Net with 76.32% scored lowest.

#### 5.3.6 Supplementary Services:

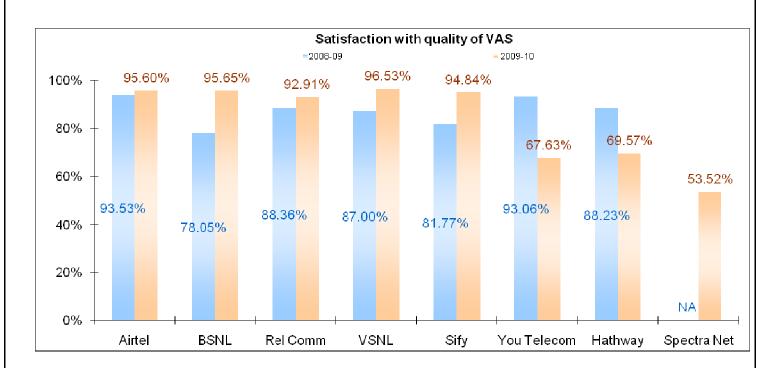




Maximum proportion of subscribers using supplementary/Value Added services is for Hathway.

## 5.3.7 Percentage subscribers satisfied:

### Level of satisfaction:



In the current round of survey, for satisfaction with supplementary services VSNL with 96.53% scored highest whereas Spectra Net with 53.52% scored least.



# 5.3.8 Telecom Consumers Protection & Redressal of Grievance Regulations, 2007:

| Satisfaction level with Help<br>Services / Customer Care                           | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You Telecom | Hathway | Spectra Net |
|--|--------|--------|----------|--------|--------|-------------|---------|-------------|
| Penetration - Complains made to customer care within last 6 months                 | 10.84% | 11.21% | 46.52%   | 11.31% | 41.54% | 21.05%      | 43.41%  | 26.27%      |
| Customer care informing about the action taken on the complaint                    | 95.24% | 90.74% | 86.35%   | 63.08% | 89.17% | 91.37%      | 98.02%  | 93.88%      |
| Resolution of complaint by customer<br>care within 4 weeks of lodging<br>complaint | 93.55% | 85.25% | 70.51%   | 93.86% | 65.68% | 80.94%      | 67.91%  | 77.00%      |

The satisfaction with customer care informing about the action taken on the complaint was found to be highest for Hathway.

| Reason for dissatisfaction with customer care                    | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You Telecom | Hathway | Spectra Net |
|--|--------|--------|----------|--------|--------|-------------|---------|-------------|
| Difficult to connect call center executive                       | 40.00% | 34.78% | 10.53%   | 25.00% | 41.54% | 50.00%      | 16.81%  | 71.05%      |
| Customer care executive not polite/courteous                     | 26.67% | 8.70%  | 5.26%    | 0.00%  | 3.85%  | 11.36%      | 2.52%   | 0.00%       |
| Customer care executive not equipped with adequate information   | 26.67% | 30.43% | 15.79%   | 25.00% | 34.62% | 2.27%       | 19.33%  | 0.00%       |
| Time taken by call center for redressal of complaint is too long | 13.33% | 30.43% | 43.61%   | 50.00% | 61.54% | 13.64%      | 26.89%  | 2.63%       |
| The customer care executive was unable to understand the problem | 13.33% | 13.04% | 6.77%    | 25.00% | 10.00% | 27.27%      | 61.34%  | 5.26%       |



### 6.1 Key Take Outs and Recommendations – Basic (Wireline)

#### **Key Take outs: Overall Level**

- ✓ All the four wireline operators were found to be performing poorly on satisfaction with accuracy of charges (prepaid) and usage of value added services.
- ✓ All the operators except Airtel need improvement on resolution of postpaid complaints.

## **Key Take outs: Operator Wise**

#### Airtel

- ✓ Airtel was found to be performing well on all the parameters related to postpaid billing
- ✓ In spite of performing poorly on usage of VAS, Airtel was found to be better than any other wireline operator in Karnataka circle.
- ✓ Airtel needs to improve upon time taken for activation and satisfaction with ability to make and receive calls where other operators are performing relatively better.
- ✓ Airtel has relatively high instances of billing and other complaints made by its customers.

### **BSNL**

- ✓ BSNL was found to be performing well on parameters related to accuracy, clarity and delivery of postpaid bills.
- ✓ BSNL needs to improve usage and satisfaction with VAS along with process of resolution of postpaid billing complaints.

#### **Rel Comm**

- ✓ Rel Comm was found to be performing well on network related parameters.
- ✓ On parameters related to billing, Rel Comm was found to be performing poorer as compared to other operators.
- ✓ Rel Comm has performed well on usage and satisfaction of VAS as compared to other operators.

#### Tata

- ✓ In spite of performing well on delivery of postpaid bills, Tata was found to be below average when compared to other operators.
- ✓ TATA is performing well on accuracy and clarity of bills.
- ✓ Tata also needs improvement in problem solving ability of its customer care executives.



### 6.2 Key Takeouts & Recommendations – Cellular Mobile (Wireless)

# **Key Take outs: Overall**

- ✓ It was found that activation of new connection and prepaid billing is the strength of almost all the operators whereas VAS related parameters came out to be the weakest point of almost all the operators.
- ✓ For almost all the operators, process of resolution of postpaid billing complaints also needs to be improved.

## **Key Take outs: Operator Level**

#### Airtel

- ✓ For network and VAS related parameters, Airtel was found to be performing better than other operators.
- ✓ Also, for complaints made in last 1 year, Airtel was found to be on a lower side as compared to other operators.
- ✓ Airtel needs to improve on the clarity and accuracy of bills.

#### **Vodafone**

- ✓ When compared to other operators, Vodafone was found to be performing well on parameters related to network quality.
- ✓ Satisfaction with accuracy of charges was found to be one of the strengths of Vodafone, but when compared to other operators, it is still on a lower side.
- ✓ Vodafone has also relatively performed well on satisfaction with Quality of VAS

#### Idea

- ✓ On almost all the parameters, Idea was found to be performing average, when compared to other operators.
- ✓ However for usage of VAS, Idea was found to be above average in spite of usage of VAS being a weak point of all the operators.

## **Aircel**

- ✓ For parameters related to customer care and network quality, Aircel was found to be performing quite poorly as compared to other operators.
- ✓ For billing complaints made in last 12 months, Aircel was found to be performing above average when compared to other operators.

## **BSNL GSM**

- ✓ When compared to other operators, BSNL GSM was found to be performing quite well on parameters related to activation and billing.
- ✓ However for parameters related to customer care and network, BSNL GSM's performance was average.



# **Reliance GSM**

- ✓ For parameters related to customer care, Reliance GSM performed below average as compared to other operators.
- ✓ For network related parameters, its performance was found to be average.

#### Reliance CDMA

- ✓ Reliance CDMA needs to improve on parameters related to customer care.
- ✓ When compared to other operators, Reliance CDMAs performance on availability of signals and usage of VAS was found to be better.

#### DoCoMo

- ✓ DoCoMo needs to improve on almost all the parameters.
- ✓ DoCoMo performed better as compared to other operators on complaints made in last 12 months which can be attributed to recent entry of DoCoMo in the Indian telecom market.

#### Tata CDMA

- ✓ Tata CDMA performed average on parameters related to customer care and network quality.
- ✓ For communicating charges of VAS, Tata CDMA performed better as compared to other operators.



### 6.3 Key Takeouts & Recommendations - Broadband

# **Key Take outs: Overall**

- Customer care related parameters and usage of VAS came out to be the pain point for most of the service providers.
- ✓ Almost all the operators were found to be performing well on clarity, accuracy and delivery of postpaid bills.

#### **Key Take outs: Operator Level**

## <u>Airtel</u>

- ✓ Airtel was found to be performing well on all the parameters related to postpaid billing except resolution of billing complaints.
- ✓ However for satisfaction with clarity of bills, when compared with other service providers, Airtel's performance was found to be average.
- ✓ Airtel also scored well on the speed of connection.
- ✓ Airtel needs improvement in usage of VAS which is also the only parameter where Airtel's performance was found to be below average as compared to other service providers.
- ✓ Airtel performed relatively well on number of complaints made.

#### **BSNL**

- ✓ When compared to other service providers, BSNL was found to be performing fairly well on almost all the parameters.
- However BSNL still needs improvement on customer care related parameters and usage of VAS.

#### Rel Comm

- ✓ As in case of other service providers, Rel Comm was also found to be performing poorly on usage of VAS
- ✓ However for satisfaction with quality of VAS, Rel Comm's performance was found to be much better.
- ✓ Satisfaction with clarity of postpaid bills was found to be one of the top 4 parameters for Rel Comm, but when compared to other operators, Rel Comm's score seemed to be quite low.

#### **VSNL**

- ✓ When compared with other service providers, VSNL was found to be performing relatively better on all the parameters except usage of VAS and activation of connection.
- ✓ For satisfaction with time for which service is up and working and satisfaction with time taken to restore connection VSNL score highest among all the operators.
- ✓ VSNL also needs to focus upon complaints made by its customers which were on a higher side.

## <u>Sify</u>

✓ Top 4 parameters for Sify were all related to postpaid billing and on all these parameters, Sify's score was above the average score when compared to other operators.



✓ For all the parameters related to customer care and problem resolution, Sify's score was found to be below average when compared to other service providers.

## You Telecom

- ✓ When compared to other service providers, performance of You Telecom was found to be average on all the parameters.
- ✓ You Telecom also need improvement on usage and satisfaction with VAS.

#### **Hathway**

- ✓ When compared to other service providers, Hathway was found to be performing below average on almost all the parameters.
- ✓ In spite of low usage of VAS across the service providers, Hathway was found to be above average when compared to other service providers.

## **Spectra Net**

- ✓ Spectra net was found to be performing relatively poor when compared to other service providers on customer care and network related parameters
- ✓ Spectra net scored highest across the service providers, for satisfaction with activation of connection.



# 7.0 Annexure (Question wise Responses)

# 7.1 Basic (Wireline)

|   | Airtel  | BSNL   | Rel Comm | TATA   |
|---|---------|--------|----------|--------|
| Last applied for a telephone connection     | 2009-10 |        |          |        |
| Less than 6 months                          | 24.71%  | 6.12%  | 10.01%   | 19.42% |
| 6 - 12 months                               | 10.64%  | 6.75%  | 15.89%   | 14.42% |
| more than 12 months                         | 64.65%  | 87.13% | 74.09%   | 66.16% |
|   |         |        |          |        |
|   | Airtel  | BSNL   | Rel Comm | TATA   |
| Last applied for a telephone connection     |         | 200    | 8-09     |        |
| Less than 6 months                          | 19.09%  | 3.34%  | 11.99%   | 7.30%  |
| 6 - 12 months                               | 13.80%  | 3.96%  | 10.80%   | 9.50%  |
| more than 12 months                         | 67.11%  | 92.70% | 77.21%   | 83.20% |
|   |         |        |          |        |
|   | Airtel  | BSNL   | Rel Comm | TATA   |
| Time taken to provide a working connection  |         | 200    | 9-10     |        |
| < 3 days                                    | 43.25%  | 36.44% | 35.75%   | 42.60% |
| 3 - 7 days                                  | 45.16%  | 37.33% | 52.66%   | 44.62% |
| 6 - 15 days                                 | 6.92%   | 14.22% | 3.38%    | 7.85%  |
| > 15 days                                   | 4.15%   | 11.11% | 5.80%    | 4.26%  |
| <= 7 days                                   | 88.41%  | 73.77% | 88.41%   | 87.22% |
|   |         |        |          |        |
|   | Airtel  | BSNL   | Rel Comm | TATA   |
| Time taken to provide a working connection  | 2008-09 |        |          |        |
| < 3 days                                    | 79.07%  | 64.89% | 82.38%   | 79.88% |
| 3 - 7 days                                  | 19.19%  | 25.53% | 14.10%   | 15.85% |
| 6 - 15 days                                 | 0.87%   | 7.45%  | 2.64%    | 4.27%  |
| > 15 days                                   | 0.87%   | 2.13%  | 0.88%    | 0.00%  |
| <= 7 days                                   | 98.26%  | 90.42% | 96.48%   | 95.73% |
|   |         |        |          |        |
|   | Airtel  | BSNL   | Rel Comm | TATA   |
| Satisfaction with time taken for activation | 2009-10 |        |          |        |
| Very satisfied                              | 42.66%  | 24.77% | 34.65%   | 39.35% |
| Satisfied                                   | 35.14%  | 68.92% | 61.88%   | 49.77% |
| Dissatisfied                                | 9.97%   | 5.41%  | 0.50%    | 2.78%  |
| Very dissatisfied                           | 12.24%  | 0.90%  | 2.97%    | 8.10%  |
| Top-2                                       | 77.80%  | 93.69% | 96.53%   | 89.12% |
| Bot-2                                       | 22.21%  | 6.31%  | 3.47%    | 10.88% |
|   |         |        |          |        |
|   | Airtel  | BSNL   | Rel Comm | TATA   |
| Satisfaction with time taken for activation |         | 200    | 8-09     |        |



| Very satisfied  | 35.01%  | 38.30% | 44.64%   | 45.12% |
|---|---------|--------|----------|--------|
| Satisfied   | 62.02%  | 60.64% | 53.13%   | 51.83% |
| Dissatisfied  | 2.97%   | 1.06%  | 2.23%    | 3.05%  |
| Very dissatisfied                                     | 0.00%   | 0.00%  | 0.00%    | 0.00%  |
| Тор-2   | 97.03%  | 98.94% | 97.77%   | 96.95% |
| Bot-2   | 2.97%   | 1.06%  | 2.23%    | 3.05%  |
|   |         |        |          |        |
|   | Airtel  | BSNL   | Rel Comm | TATA   |
| Satisfaction with timely delivery of bills - Postpaid |         | 200    | 9-10     |        |
| Very satisfied  | 18.13%  | 23.42% | 14.45%   | 17.34% |
| Satisfied   | 77.70%  | 73.88% | 79.13%   | 76.76% |
| Dissatisfied  | 2.16%   | 2.52%  | 5.94%    | 5.20%  |
| Very dissatisfied                                     | 2.01%   | 0.18%  | 0.48%    | 0.69%  |
| Top-2   | 95.83%  | 97.30% | 93.58%   | 94.10% |
| Bot-2   | 4.17%   | 2.70%  | 6.42%    | 5.89%  |
|   |         |        |          |        |
|   | Airtel  | BSNL   | Rel Comm | TATA   |
| Satisfaction with timely delivery of bills - Postpaid | 2008-09 |        |          |        |
| Very satisfied  | 31.81%  | 39.17% | 28.87%   | 34.48% |
| Satisfied   | 65.77%  | 56.53% | 69.72%   | 60.54% |
| Dissatisfied  | 2.02%   | 3.73%  | 1.41%    | 4.21%  |
| Very dissatisfied                                     | 0.40%   | 0.57%  | 0.00%    | 0.77%  |
| Тор-2   | 97.58%  | 95.70% | 98.59%   | 95.02% |
| Bot-2   | 2.42%   | 4.30%  | 1.41%    | 4.98%  |
|   |         |        |          |        |
|   | Airtel  | BSNL   | Rel Comm | TATA   |
| atisfaction with accuracy of bills - Postpaid         | 2009-10 |        |          |        |
| Very satisfied  | 54.71%  | 34.69% | 18.26%   | 26.64% |
| Satisfied   | 41.42%  | 62.53% | 75.28%   | 69.98% |
| Dissatisfied  | 2.55%   | 2.48%  | 6.14%    | 2.92%  |
| Very dissatisfied                                     | 1.31%   | 0.30%  | 0.32%    | 0.47%  |
| Тор-2   | 96.13%  | 97.22% | 93.54%   | 96.62% |
| Bot-2   | 3.86%   | 2.78%  | 6.46%    | 3.39%  |
|   |         |        |          |        |
|   | Airtel  | BSNL   | Rel Comm | TATA   |
| atisfaction with accuracy of bills - Postpaid         | 2008-09 |        |          |        |
| Very satisfied  | 39.62%  | 41.20% | 44.37%   | 38.70% |
| Satisfied   | 57.55%  | 55.07% | 52.11%   | 52.87% |
| Dissatisfied  | 2.43%   | 3.24%  | 3.52%    | 7.28%  |
| Very dissatisfied                                     | 0.40%   | 0.49%  | 0.00%    | 1.15%  |
| Тор-2   | 97.17%  | 96.27% | 96.48%   | 91.57% |
| Bot-2   | 2.83%   | 3.73%  | 3.52%    | 8.43%  |
|   |         |        |          |        |



|   | Airtel         | BSNL           | Rel Comm | TATA   |
|---|----------------|----------------|----------|--------|
| Billing complaint in last 12 months - Postpaid                              | 2009-10        |                |          |        |
| Yes   | 46.68%         | 13.85%         | 18.30%   | 12.72% |
| No  | 53.32%         | 86.15%         | 81.70%   | 87.28% |
|   |                |                |          |        |
|   | Airtel         | BSNL           | Rel Comm | TATA   |
| Billing complaint in last 12 months - Postpaid                              |                | 2008           | 3-09     |        |
| Yes   | 9.16%          | 12.98%         | 10.56%   | 14.18% |
| No  | 90.84%         | 87.02%         | 89.44%   | 85.82% |
|   |                |                |          |        |
|   | Airtel         | BSNL           | Rel Comm | TATA   |
| Satisfaction with process of resolution of billing complaints -<br>Postpaid | 2009-10        |                |          |        |
| Very satisfied  | 67.77%         | 4.66%          | 30.70%   | 20.00% |
| Satisfied   | 26.78%         | 75.42%         | 51.75%   | 56.36% |
| Dissatisfied  | 3.80%          | 17.37%         | 17.54%   | 20.91% |
| Very dissatisfied   | 1.65%          | 2.54%          | 0.00%    | 2.73%  |
| Top-2   | 94.55%         | 80.08%         | 82.45%   | 76.36% |
| Bot-2   | 5.45%          | 19.91%         | 17.54%   | 23.64% |
|   |                |                |          |        |
|   | Airtel         | BSNL           | Rel Comm | TATA   |
| Satisfaction with process of resolution of billing complaints -<br>Postpaid | 2008-09        |                |          |        |
| Very satisfied  | 14.29%         | 17.68%         | 6.67%    | 13.16% |
| Satisfied   | 55.71%         | 60.98%         | 73.33%   | 60.53% |
| Dissatisfied  | 28.57%         | 17.68%         | 13.33%   | 21.05% |
| Very dissatisfied   | 1.43%          | 3.66%          | 6.67%    | 5.26%  |
| Top-2   | 70.00%         | 78.66%         | 80.00%   | 73.69% |
| Bot-2   | 30.00%         | 21.34%         | 20.00%   | 26.31% |
|   |                |                |          |        |
|   | Airtel         | BSNL           | Rel Comm | TATA   |
| Satisfaction with clarity of bills - Postpaid                               | 2009-10        |                |          |        |
| Very satisfied  | 24.65%         | 33.96%         | 17.55%   | 19.53% |
| Satisfied   | 72.32%         | 63.12%         | 77.78%   | 78.36% |
|   |                |                | 4 540/   | 1.87%  |
| Dissatisfied  | 2.33%          | 2.61%          | 4.51%    |        |
| Dissatisfied<br>Very dissatisfied   | 2.33%<br>0.70% | 2.61%<br>0.30% | 0.16%    | 0.23%  |
|   |                |                |          |        |



|   | Airtel  | BSNL   | Rel Comm | TATA   |
|---|---------|--------|----------|--------|
| Satisfaction with clarity of bills - Postpaid     | 2008-09 |        |          |        |
| Very satisfied                                    | 22.60%  | 32.48% | 32.37%   | 27.41% |
| Satisfied   | 73.88%  | 64.14% | 63.31%   | 65.25% |
| Dissatisfied                                      | 3.38%   | 2.71%  | 2.88%    | 6.56%  |
| Very dissatisfied                                 | 0.14%   | 0.66%  | 1.44%    | 0.77%  |
| Тор-2   | 96.48%  | 96.62% | 95.68%   | 92.66% |
| Bot-2   | 3.52%   | 3.37%  | 4.32%    | 7.33%  |
|   |         |        |          |        |
|   | Airtel  | BSNL   | Rel Comm | TATA   |
| Satisfaction with accuracy of charges - Prepaid   |         | 200    | 9-10     |        |
| Very satisfied                                    | 12.98%  | 0.00%  | 0.57%    | 2.65%  |
| Satisfied   | 0.59%   | 20.45% | 14.20%   | 3.31%  |
| Dissatisfied                                      | 71.98%  | 56.82% | 74.43%   | 79.03% |
| Very dissatisfied                                 | 11.50%  | 11.36% | 8.52%    | 11.26% |
| Тор-2   | 13.57%  | 20.45% | 14.77%   | 5.96%  |
| Bot-2   | 83.48%  | 68.18% | 82.95%   | 90.29% |
|   |         |        |          |        |
|   | Airtel  | BSNL   | Rel Comm | TATA   |
| Satisfaction with accuracy of charges - Prepaid   | 2008-09 |        |          |        |
| Very satisfied                                    | 0.69%   | 0.10%  | 0.62%    | 0.11%  |
| Satisfied   | 3.03%   | 3.06%  | 2.49%    | 2.93%  |
| Dissatisfied                                      | 78.62%  | 76.94% | 79.94%   | 79.37% |
| Very dissatisfied                                 | 17.66%  | 19.90% | 16.94%   | 17.59% |
| Top-2   | 3.72%   | 3.16%  | 3.11%    | 3.04%  |
| Bot-2   | 96.28%  | 96.84% | 96.88%   | 96.96% |
|   |         |        |          |        |
|   | Airtel  | BSNL   | Rel Comm | TATA   |
| Made complaint at the customer care               | 2009-10 |        |          |        |
| Yes   | 48.13%  | 24.71% | 37.92%   | 31.11% |
| No <b>l</b>                                       | 51.87%  | 75.29% | 62.08%   | 68.89% |
|   |         |        |          |        |
|   | Airtel  | BSNL   | Rel Comm | TATA   |
| Made complaint at the customer care               | 2008-09 |        |          |        |
| Yes   | 30.06%  | 27.80% | 27.35%   | 25.50% |
| No  | 69.94%  | 72.20% | 72.65%   | 74.50% |
|   |         |        |          |        |
|   | Airtel  | BSNL   | Rel Comm | TATA   |
| Satisfaction with ease of accessing customer care | 2009-10 |        |          |        |
| Very satisfied                                    | 13.23%  | 14.65% | 19.14%   | 16.59% |
| Satisfied   | 76.46%  | 73.72% | 73.27%   | 69.02% |



| Dissatisfied                                      | 5.22%   | 10.23% | 6.60%    | 7.56%   |
|---|---------|--------|----------|---------|
| Very dissatisfied                                 | 5.09%   | 1.40%  | 0.99%    | 6.83%   |
| Top-2   | 89.69%  | 88.37% | 92.41%   | 85.61%  |
| Bot-2   | 10.31%  | 11.63% | 7.59%    | 14.39%  |
|   |         |        |          |         |
|   | Airtel  | BSNL   | Rel Comm | TATA    |
| Satisfaction with ease of accessing customer care |         | 200    | 8-09     |         |
| Very satisfied                                    | 18.73%  | 15.64% | 14.18%   | 10.59%  |
| Satisfied   | 70.79%  | 71.51% | 76.00%   | 79.22%  |
| Dissatisfied                                      | 9.21%   | 10.61% | 9.09%    | 9.41%   |
| Very dissatisfied                                 | 1.27%   | 2.23%  | 0.73%    | 0.78%   |
| Тор-2   | 89.52%  | 87.15% | 90.18%   | 89.81%  |
| Bot-2   | 10.48%  | 12.84% | 9.82%    | 10.19%  |
|   | Atotal  | DONI   | D-I O    | TATA    |
|   | Airtel  | BSNL   | Rel Comm | TATA    |
| satisfaction with response time to answer call    | 04.040/ | 2009   |          | 47.070/ |
| Very satisfied                                    | 64.84%  | 19.44% | 21.52%   | 17.07%  |
| Satisfied   | 23.82%  | 68.06% | 66.23%   | 61.71%  |
| Dissatisfied                                      | 9.17%   | 11.11% | 9.60%    | 11.22%  |
| Very dissatisfied                                 | 2.17%   | 1.39%  | 2.65%    | 10.00%  |
| Top-2   | 88.66%  | 87.50% | 87.75%   | 78.78%  |
| Bot-2   | 11.34%  | 12.50% | 12.25%   | 21.22%  |
|   |         |        |          |         |
|   | Airtel  | BSNL   | Rel Comm | TATA    |
| satisfaction with response time to answer call    |         | 2008   |          |         |
| Very satisfied                                    | 20.63%  | 16.20% | 23.27%   | 15.29%  |
| Satisfied   | 68.25%  | 70.95% | 64.00%   | 70.98%  |
| Dissatisfied                                      | 8.89%   | 10.06% | 10.91%   | 10.98%  |
| Very dissatisfied                                 | 2.22%   | 2.79%  | 1.82%    | 2.75%   |
| Top-2   | 88.88%  | 87.15% | 87.27%   | 86.27%  |
| Bot-2   | 11.11%  | 12.85% | 12.73%   | 13.73%  |
|   | Airtel  | BSNL   | Rel Comm | TATA    |
| Satisfaction with problem solving ability         | Alltel  | 2009   |          | IAIA    |
|   | 7 520/  |        |          | 10 560/ |
| Very satisfied                                    | 7.53%   | 15.05% | 18.21%   | 19.56%  |
| Satisfied   | 79.72%  | 69.68% | 64.24%   | 54.52%  |
| Dissatisfied                                      | 7.14%   | 13.89% | 16.89%   | 16.38%  |
| Very dissatisfied                                 | 5.61%   | 1.39%  | 0.66%    | 9.54%   |
| Top-2   | 87.25%  | 84.73% | 82.45%   | 74.08%  |
| Bot-2   | 12.75%  | 15.28% | 17.55%   | 25.92%  |



|   | Airtel    | BSNL   | Rel Comm | TATA   |
|---|-----------|--------|----------|--------|
| Satisfaction with problem solving ability           | 7111101   | 2008   |          | 77.17  |
| Very satisfied                                      | 25.08%    | 22.07% | 28.73%   | 20.00% |
| Satisfied   | 63.81%    | 66.20% | 60.36%   | 66.67% |
| Dissatisfied  | 8.57%     | 9.50%  | 8.36%    | 10.98% |
| Very dissatisfied                                   | 2.54%     | 2.23%  | 2.55%    | 2.35%  |
|   | 88.89%    | 88.27% | 89.09%   | 86.67% |
| Top-2   |           |        |          |        |
| Bot-2   | 11.11%    | 11.73% | 10.91%   | 13.33% |
|   | Airtel    | BSNL   | Rel Comm | TATA   |
| Satisfaction with time taken to resolve complaint   | Airtei    | 2009   |          | IAIA   |
| Very satisfied                                      | 69.43%    | 16.55% | 24.83%   | 31.46% |
|   |           |        |          |        |
| Satisfied   | 18.60%    | 69.00% | 62.58%   | 49.27% |
| Dissatisfied  | 10.19%    | 13.05% | 12.25%   | 12.93% |
| Very dissatisfied                                   | 1.78%     | 1.40%  | 0.33%    | 6.34%  |
| Top-2   | 88.03%    | 85.55% | 87.41%   | 80.73% |
| Bot-2   | 11.97%    | 14.45% | 12.58%   | 19.27% |
|   | A1 4 1    | DONII  | D.10     | TATA   |
|   | Airtel    | BSNL   | Rel Comm | TATA   |
| Satisfaction with time taken to resolve complaint   | 4.4.0.407 | 2000   |          | 7.440/ |
| Very satisfied                                      | 14.24%    | 8.83%  | 11.92%   | 7.44%  |
| Satisfied   | 75.08%    | 76.07% | 80.00%   | 77.69% |
| Dissatisfied  | 8.74%     | 13.68% | 6.92%    | 13.64% |
| Very dissatisfied                                   | 1.94%     | 1.42%  | 1.15%    | 1.24%  |
| Top-2   | 89.32%    | 84.90% | 91.92%   | 85.13% |
| Bot-2   | 10.68%    | 15.10% | 8.07%    | 14.88% |
|   |           |        |          |        |
|   | Airtel    | BSNL   | Rel Comm | TATA   |
| Satisfaction with availability of working telephone |           | 2009   |          |        |
| Very satisfied                                      | 19.30%    | 21.56% | 26.01%   | 17.19% |
| Satisfied   | 68.01%    | 75.17% | 70.48%   | 74.33% |
| Dissatisfied  | 2.88%     | 2.75%  | 3.27%    | 2.29%  |
| Very dissatisfied                                   | 9.80%     | 0.52%  | 0.25%    | 6.19%  |
| Top-2   | 87.31%    | 96.73% | 96.49%   | 91.52% |
| Bot-2   | 12.68%    | 3.27%  | 3.52%    | 8.48%  |
|   |           |        |          |        |
|   | Airtel    | BSNL   | Rel Comm | TATA   |
| Satisfaction with availability of working telephone |           | 2008   |          |        |
| Very satisfied                                      | 24.69%    | 26.11% | 16.60%   | 18.63% |
| Satisfied   | 70.26%    | 70.38% | 77.60%   | 77.14% |
| Dissatisfied  | 4.58%     | 3.20%  | 5.10%    | 3.63%  |



| Very satisfied   47.36%   32.80%   33.17%   31.21%  |   |        |        |          |        |
|---|---|--------|--------|----------|--------|
| Betz    Sole  | Very dissatisfied                                   | 0.48%  | 0.31%  | 0.70%    | 0.60%  |
| Airtel BSNL Rel Comm TATA  Satisfaction with ability to make and receive calls  Very satisfied: 47.36% 32.80% 33.17% 31.21%  Satisfied: 39.39% 64.04% 62.44% 60.97%  Dissatisfied: 10.06% 2.70% 4.40% 4.60%  Very dissatisfied: 3.19% 0.46% 0.00% 3.22%  Top-2 86.75% 96.84% 95.61% 92.18%  Bot-2 13.25% 3.16% 4.40% 7.82%  Airtel BSNL Rel Comm TATA  Satisfaction with ability to make and receive calls  2008-09  Very dissatisfied: 55.99% 55.76% 61.98% 61.02%  Dissatisfied: 0.76% 0.47% 0.80% 0.40%  Very dissatisfied: 0.76% 96.26% 91.82% 93.59%  Bot-2 6.84% 3.74% 8.19% 6.41%  Airtel BSNL Rel Comm TATA  Satisfaction with voice quality  Very satisfied: 2.506% 32.82% 30.94% 33.00%  Satisfied: 4.11% 3.74% 3.52% 4.14%  Very dissatisfied: 4.11% 3.74% 3.52% 4.14%  Very dissatisfied: 7.88% 0.40% 0.25% 2.99%  Bot-2 11.95% 4.14% 3.77% 7.13%  Airtel BSNL Rel Comm TATA  Satisfaction with voice quality  Very dissatisfied: 4.11% 3.74% 3.52% 4.14%  Very dissatisfied: 7.88% 0.40% 0.25% 2.99%  Bot-2 11.95% 4.14% 3.77% 7.13%  Airtel BSNL Rel Comm TATA  Satisfaction with voice quality  Very dissatisfied: 7.88% 0.40% 0.25% 2.99%  Bot-2 11.95% 4.14% 3.77% 7.13%  Airtel BSNL Rel Comm TATA  Satisfaction with voice quality  Very dissatisfied: 7.88% 0.40% 0.25% 2.99%  Bot-2 11.95% 4.14% 3.77% 7.13%  Airtel BSNL Rel Comm TATA  Satisfaction with voice quality  2008-09  Satisfied: 5.99% 5.351% 6.27% 7.13%  Airtel BSNL Rel Comm TATA  Satisfaction with voice quality  2008-09  Satisfied: 5.99% 5.351% 6.27% 7.35% 5.02%  Polysatisfied: 5.41% 4.76% 4.59% 5.02%  Very dissatisfied: 5.13% 0.99% 1.20% 0.05%  Satisfied: 5.14% 4.76% 4.59% 5.02%  Satisfied: 5.13% 0.99% 1.20% 0.05%  Satisfied: 5.14% 0.99% 1.20% 0.05%  Satisfied: 5.14% 0.99% 1.20% 0.05%  Satisfied: 5.14% 0.99% 1.20% | Top-2   | 94.95% | 96.49% | 94.20%   | 95.77% |
| Satisfaction with ability to make and receive calls  Very satisfied  Very satisfied  Very disastisfied  Very disastisfied  10.06%  Very disastisfied  33.9%  64.04%  62.44%  60.97%  A.60%  Very disastisfied  3.19%  0.46%  0.00%  3.22%  Top-2  86.75%  96.84%  95.61%  92.18%  Bot-2  13.25%  3.16%  4.40%  7.82%  Airtel  BSNL  Rel Comm  TATA  2008-09  Very satisfied  37.17%  40.50%  29.84%  95.61%  61.02%  Satisfied  55.99%  55.76%  61.98%  61.02%  Very disastisfied  0.76%  0.47%  0.80%  10.00%  Very disastisfied  0.76%  0.47%  0.80%  0.40%  0.80%  10.00%  | Bot-2   | 5.06%  | 3.51%  | 5.80%    | 4.23%  |
| Satisfaction with ability to make and receive calls  Very satisfied  Very satisfied  Very disastisfied  Very disastisfied  10.06%  Very disastisfied  33.9%  64.04%  62.44%  60.97%  A.60%  Very disastisfied  3.19%  0.46%  0.00%  3.22%  Top-2  86.75%  96.84%  95.61%  92.18%  Bot-2  13.25%  3.16%  4.40%  7.82%  Airtel  BSNL  Rel Comm  TATA  2008-09  Very satisfied  37.17%  40.50%  29.84%  95.61%  61.02%  Satisfied  55.99%  55.76%  61.98%  61.02%  Very disastisfied  0.76%  0.47%  0.80%  10.00%  Very disastisfied  0.76%  0.47%  0.80%  0.40%  0.80%  10.00%  |   |        |        |          |        |
| Very satisfied   47.36%   32.80%   33.17%   31.21%  |   | Airtel | BSNL   | Rel Comm | TATA   |
| Satisfied   39.39%   64.04%   62.44%   60.97%     Dissatisfied   10.06%   2.70%   4.40%   4.60%     Very dissatisfied   3.19%   0.46%   0.00%   3.22%     Top-2   86.75%   96.84%   95.61%   92.18%     Bot-2   13.25%   3.16%   4.40%   7.82%      Airtel   BSNL   Rel Comm   TATA     Satisfaction with ability to make and receive calls   | Satisfaction with ability to make and receive calls |        | 2009   | 9-10     |        |
| Dissatisfied   10.06%   2.70%   4.40%   4.60%   Very dissatisfied   3.19%   0.46%   0.00%   3.22%   Top-2   86.75%   96.84%   95.61%   92.18%   80.42%   3.16%   4.40%   7.82%   80.42%   3.16%   4.40%   7.82%   80.42%   80.40%   3.16%   4.40%   7.82%   80.42%   80.40%   3.16%   4.40%   7.82%   80.42%   80.40%   3.25%   80.42%   80.40%   3.257%   80.40%   3.257%   80.40%   3.257%   80.40%   3.27%   7.39%   60.10%   80.40%   | Very satisfied                                      | 47.36% | 32.80% | 33.17%   | 31.21% |
| Very dissatisfied   3.19%   0.46%   0.00%   3.22%     Top-2   86.75%   96.84%   95.61%   92.18%     Bot-2   13.25%   3.16%   4.40%   7.82%     Airtel   BSNL   Rel Comm   TATA     Satisfaction with ability to make and receive calls   2008-09  | Satisfied   | 39.39% | 64.04% | 62.44%   | 60.97% |
| Top-2   | Dissatisfied  | 10.06% | 2.70%  | 4.40%    | 4.60%  |
| Bot-2   13.25%   3.16%   4.40%   7.82%     Airtel   | Very dissatisfied                                   | 3.19%  | 0.46%  | 0.00%    | 3.22%  |
| Airtel  | Тор-2   | 86.75% | 96.84% | 95.61%   | 92.18% |
| Very satisfied   O.76%   O.47%   O.80%   O.40%   O.25%   O.40%   O.4  | Bot-2   | 13.25% | 3.16%  | 4.40%    | 7.82%  |
| Very satisfied   O.76%   O.47%   O.80%   O.40%   O.25%   O.40%   O.4  |   |        |        |          |        |
| Very satisfied   37.17%   40.50%   29.84%   32.57%  |   | Airtel | BSNL   | Rel Comm | TATA   |
| Satisfied         55,99%         55,76%         61,98%         61,02%           Dissatisfied         6,08%         3,27%         7,39%         6,01%           Very dissatisfied         0,76%         0,47%         0,80%         0,40%           Top-2         93,16%         96,26%         91,82%         93,59%           Bot-2         6,84%         3,74%         8,19%         6,41%           Airtel         BSNL         Rel Comm         TATA           Satisfaction with voice quality         25,06%         32,82%         30,94%         33,00%           Satisfied         62,99%         63,05%         65,28%         59,86%           Dissatisfied         4,11%         3,74%         3,52%         4,14%           Very dissatisfied         7,84%         0,40%         0,25%         2,99%           Top-2         88,05%         95,87%         96,22%         92,86%           Bot-2         11,95%         4,14%         3,77%         7,13%           Airtel         BSNL         Rel Comm         TATA           Satisfied         59,30%         53,51%         62,71%         62,99%           Dissatisfied <td>Satisfaction with ability to make and receive calls</td> <td></td> <td>2008</td> <td>3-09</td> <td></td>  | Satisfaction with ability to make and receive calls |        | 2008   | 3-09     |        |
| Dissatisfied   6.08%   3.27%   7.39%   6.01%  | Very satisfied                                      | 37.17% | 40.50% | 29.84%   | 32.57% |
| Very dissatisfied         0.76%         0.47%         0.80%         0.40%           Top-2         93.16%         96.26%         91.82%         93.59%           Bot-2         6.84%         3.74%         8.19%         6.41%           Airtel         BSNL         Rel Comm         TATA           Satisfied         25.06%         32.82%         30.94%         33.00%           Satisfied         62.99%         63.05%         65.28%         59.86%           Dissatisfied         4.11%         3.74%         3.52%         4.14%           Very dissatisfied         7.84%         0.40%         0.25%         2.99%           Top-2         88.05%         95.87%         96.22%         92.86%           Bot-2         11.95%         4.14%         3.77%         7.13%           Airtel         BSNL         Rel Comm         TATA           Satisfied         33.97%         40.80%         31.51%         31.39%           Satisfied         59.30%         53.51%         62.71%         62.99%           Dissatisfied         5.41%         4.76%         4.59%         5.02%  | Satisfied   | 55.99% | 55.76% | 61.98%   | 61.02% |
| Top-2   93.16%   96.26%   91.82%   93.59%     Bot-2   6.84%   3.74%   8.19%   6.41%     Airtel   BSNL   Rel Comm   TATA     Satisfaction with voice quality   2009-10     Very satisfied   25.06%   32.82%   30.94%   33.00%     Satisfied   62.99%   63.05%   65.28%   59.86%     Dissatisfied   4.11%   3.74%   3.52%   4.14%     Very dissatisfied   7.84%   0.40%   0.25%   2.99%     Top-2   88.05%   95.87%   96.22%   92.86%     Bot-2   11.95%   4.14%   3.77%   7.13%     Airtel   BSNL   Rel Comm   TATA     Satisfaction with voice quality   2008-09     Very satisfied   33.97%   40.80%   31.51%   31.39%     Satisfied   59.30%   53.51%   62.71%   62.99%     Dissatisfied   5.41%   4.76%   4.59%   5.02%     Very dissatisfied   1.33%   0.94%   1.20%   0.60%     Top-2   93.27%   94.31%   94.22%   94.38%  | Dissatisfied  | 6.08%  | 3.27%  | 7.39%    | 6.01%  |
| Bot-2   6.84%   3.74%   8.19%   6.41%   | Very dissatisfied                                   | 0.76%  | 0.47%  | 0.80%    | 0.40%  |
| Airtel BSNL Rel Comm TATA Satisfaction with voice quality  Very satisfied 25.06% 32.82% 30.94% 33.00%  Satisfied 62.99% 63.05% 65.28% 59.86%  Dissatisfied 4.11% 3.74% 3.52% 4.14%  Very dissatisfied 7.84% 0.40% 0.25% 2.99%  Top-2 88.05% 95.87% 96.22% 92.86%  Bot-2 11.95% 4.14% 3.77% 7.13%  Airtel BSNL Rel Comm TATA Satisfaction with voice quality  2008-09  Very satisfied 59.30% 53.51% 62.71% 62.99%  Dissatisfied 59.30% 53.51% 62.71% 62.99%  Polysatisfied 5.41% 4.76% 4.59% 5.02%  Very dissatisfied 1.33% 0.94% 1.20% 0.60%  Top-2 93.27% 94.31% 94.22% 94.38%   | Тор-2   | 93.16% | 96.26% | 91.82%   | 93.59% |
| Very satisfied   25.06%   32.82%   30.94%   33.00%  | Bot-2   | 6.84%  | 3.74%  | 8.19%    | 6.41%  |
| Very satisfied   25.06%   32.82%   30.94%   33.00%  |   |        |        |          |        |
| Very satisfied         25.06%         32.82%         30.94%         33.00%           Satisfied         62.99%         63.05%         65.28%         59.86%           Dissatisfied         4.11%         3.74%         3.52%         4.14%           Very dissatisfied         7.84%         0.40%         0.25%         2.99%           Top-2         88.05%         95.87%         96.22%         92.86%           Bot-2         11.95%         4.14%         3.77%         7.13%           Airtel         BSNL         Rel Comm         TATA           Satisfied           Very satisfied         33.97%         40.80%         31.51%         31.39%           Satisfied         59.30%         53.51%         62.71%         62.99%           Dissatisfied         5.41%         4.76%         4.59%         5.02%           Very dissatisfied         1.33%         0.94%         1.20%         0.60%           Top-2         93.27%         94.31%         94.22%         94.38%  |   | Airtel | BSNL   | Rel Comm | TATA   |
| Satisfied         62.99%         63.05%         65.28%         59.86%           Dissatisfied         4.11%         3.74%         3.52%         4.14%           Very dissatisfied         7.84%         0.40%         0.25%         2.99%           Top-2         88.05%         95.87%         96.22%         92.86%           Bot-2         11.95%         4.14%         3.77%         7.13%           Airtel         BSNL         Rel Comm         TATA           Satisfaction with voice quality         2008-09           Very satisfied         33.97%         40.80%         31.51%         31.39%           Satisfied         59.30%         53.51%         62.71%         62.99%           Dissatisfied         5.41%         4.76%         4.59%         5.02%           Very dissatisfied         1.33%         0.94%         1.20%         0.60%           Top-2         93.27%         94.31%         94.22%         94.38%   | Satisfaction with voice quality                     |        | 2009   | 9-10     |        |
| Dissatisfied   4.11%   3.74%   3.52%   4.14%     Very dissatisfied   7.84%   0.40%   0.25%   2.99%     Top-2   88.05%   95.87%   96.22%   92.86%     Bot-2   11.95%   4.14%   3.77%   7.13%     Airtel   BSNL   Rel Comm   TATA     Satisfaction with voice quality   2008-09     Very satisfied   33.97%   40.80%   31.51%   31.39%     Satisfied   59.30%   53.51%   62.71%   62.99%     Dissatisfied   5.41%   4.76%   4.59%   5.02%     Very dissatisfied   1.33%   0.94%   1.20%   0.60%     Top-2   93.27%   94.31%   94.22%   94.38%   | Very satisfied                                      | 25.06% | 32.82% | 30.94%   | 33.00% |
| Very dissatisfied         7.84%         0.40%         0.25%         2.99%           Top-2         88.05%         95.87%         96.22%         92.86%           Bot-2         11.95%         4.14%         3.77%         7.13%           Airtel         BSNL         Rel Comm         TATA           Satisfaction with voice quality           Very satisfied         33.97%         40.80%         31.51%         31.39%           Satisfied         59.30%         53.51%         62.71%         62.99%           Dissatisfied         5.41%         4.76%         4.59%         5.02%           Very dissatisfied         1.33%         0.94%         1.20%         0.60%           Top-2         93.27%         94.31%         94.22%         94.38%  | Satisfied   | 62.99% | 63.05% | 65.28%   | 59.86% |
| Top-2 88.05% 95.87% 96.22% 92.86%  Bot-2 11.95% 4.14% 3.77% 7.13%  Airtel BSNL Rel Comm TATA  Satisfaction with voice quality  Very satisfied 33.97% 40.80% 31.51% 31.39%  Satisfied 59.30% 53.51% 62.71% 62.99%  Dissatisfied 5.41% 4.76% 4.59% 5.02%  Very dissatisfied 1.33% 0.94% 1.20% 0.60%  Top-2 93.27% 94.31% 94.22% 94.38%  | Dissatisfied  | 4.11%  | 3.74%  | 3.52%    | 4.14%  |
| Bot-2   11.95%   4.14%   3.77%   7.13%  | Very dissatisfied                                   | 7.84%  | 0.40%  | 0.25%    | 2.99%  |
| Airtel BSNL Rel Comm TATA  Satisfaction with voice quality  2008-09  Very satisfied 33.97% 40.80% 31.51% 31.39%  Satisfied 59.30% 53.51% 62.71% 62.99%  Dissatisfied 5.41% 4.76% 4.59% 5.02%  Very dissatisfied 1.33% 0.94% 1.20% 0.60%  Top-2 93.27% 94.31% 94.22% 94.38%  | Top-2   | 88.05% | 95.87% | 96.22%   | 92.86% |
| Airtel         BSNL         Rel Comm         TATA           Satisfaction with voice quality         2008-09           Very satisfied         33.97%         40.80%         31.51%         31.39%           Satisfied         59.30%         53.51%         62.71%         62.99%           Dissatisfied         5.41%         4.76%         4.59%         5.02%           Very dissatisfied         1.33%         0.94%         1.20%         0.60%           Top-2         93.27%         94.31%         94.22%         94.38%   | Bot-2   | 11.95% | 4.14%  | 3.77%    | 7.13%  |
| Satisfaction with voice quality         2008-09           Very satisfied         33.97%         40.80%         31.51%         31.39%           Satisfied         59.30%         53.51%         62.71%         62.99%           Dissatisfied         5.41%         4.76%         4.59%         5.02%           Very dissatisfied         1.33%         0.94%         1.20%         0.60%           Top-2         93.27%         94.31%         94.22%         94.38%   |   |        |        |          |        |
| Very satisfied         33.97%         40.80%         31.51%         31.39%           Satisfied         59.30%         53.51%         62.71%         62.99%           Dissatisfied         5.41%         4.76%         4.59%         5.02%           Very dissatisfied         1.33%         0.94%         1.20%         0.60%           Top-2         93.27%         94.31%         94.22%         94.38%   |   | Airtel | BSNL   | Rel Comm | TATA   |
| Very satisfied         33.97%         40.80%         31.51%         31.39%           Satisfied         59.30%         53.51%         62.71%         62.99%           Dissatisfied         5.41%         4.76%         4.59%         5.02%           Very dissatisfied         1.33%         0.94%         1.20%         0.60%           Top-2         93.27%         94.31%         94.22%         94.38%   | Satisfaction with voice quality                     |        | 2008   | 3-09     |        |
| Satisfied         59.30%         53.51%         62.71%         62.99%           Dissatisfied         5.41%         4.76%         4.59%         5.02%           Very dissatisfied         1.33%         0.94%         1.20%         0.60%           Top-2         93.27%         94.31%         94.22%         94.38%  |   | 33.97% | 40.80% | 31.51%   | 31.39% |
| Dissatisfied         5.41%         4.76%         4.59%         5.02%           Very dissatisfied         1.33%         0.94%         1.20%         0.60%           Top-2         93.27%         94.31%         94.22%         94.38%  |   | 59.30% | 53.51% |          | 62.99% |
| Very dissatisfied         1.33%         0.94%         1.20%         0.60%           Top-2         93.27%         94.31%         94.22%         94.38%   | Dissatisfied  |        |        |          |        |
| Top-2         93.27%         94.31%         94.22%         94.38%   |   |        |        |          |        |
|   |   |        |        |          |        |
|   |   |        |        |          |        |



|                                     | Airtel | BSNL   | Rel Comm | TATA   |
|-------------------------------------|--------|--------|----------|--------|
| Experienced fault in last 12 months |        | 2009   | 9-10     |        |
| Yes                                 | 43.98% | 27.00% | 20.78%   | 19.27% |
| No                                  | 56.02% | 73.00% | 79.22%   | 80.73% |
|                                     |        |        |          |        |
|                                     | Airtel | BSNL   | Rel Comm | TATA   |
| Experienced fault in last 12 months |        | 2008   | 3-09     |        |
| Yes                                 | 14.93% | 21.97% | 20.02%   | 18.30% |
| No                                  | 85.07% | 78.03% | 79.98%   | 81.70% |
|                                     |        |        |          |        |
|                                     | Airtel | BSNL   | Rel Comm | TATA   |
| Faults in last 1 month              |        | 2009   |          |        |
| Nil                                 | 1.81%  | 4.66%  | 0.00%    | 3.54%  |
| 1 time                              | 85.95% | 48.31% | 67.47%   | 58.27% |
| 2 - 3 times                         | 10.15% | 34.53% | 29.52%   | 35.83% |
| > 3 times                           | 1.81%  | 12.08% | 3.01%    | 2.36%  |
|                                     |        |        |          |        |
|                                     | Airtel | BSNL   | Rel Comm | TATA   |
| Faults in last 1 month              |        | 2008   |          |        |
| Nil                                 | 3.23%  | 3.89%  | 2.99%    | 2.73%  |
| 1 time                              | 53.55% | 50.18% | 62.19%   | 55.74% |
| 2 - 3 times                         | 30.97% | 32.51% | 29.35%   | 33.33% |
| > 3 times                           | 12.26% | 13.43% | 5.47%    | 8.20%  |
|                                     |        |        |          |        |
|                                     | Airtel | BSNL   | Rel Comm | TATA   |
| Time for repairing complaint        |        | 2009   |          |        |
| 1 day                               | 69.68% | 37.92% | 31.93%   | 39.37% |
| 2 - 3 days                          | 22.25% | 44.49% | 59.64%   | 42.13% |
| 4 - 7 days                          | 5.15%  | 9.11%  | 6.63%    | 4.72%  |
| > 7 days                            | 2.78%  | 7.42%  | 1.81%    | 12.20% |
| <= 3 days                           | 91.93% | 82.41% | 91.57%   | 81.50% |
|                                     |        |        |          |        |
|                                     | Airtel | BSNL   | Rel Comm | TATA   |
| Time for repairing complaint        |        | 2008   |          | 10.555 |
| 1 day                               | 36.77% | 34.98% | 44.28%   | 42.62% |
| 2 - 3 days                          | 46.45% | 44.52% | 45.27%   | 43.17% |
| 4 - 7 days                          | 9.03%  | 12.37% | 7.46%    | 8.20%  |
| > 7 days                            | 7.74%  | 8.13%  | 2.99%    | 6.01%  |
| <= 3 days                           | 83.22% | 79.50% | 89.55%   | 85.79% |



|   | Airtel | BSNL   | Rel Comm | TATA   |
|---|--------|--------|----------|--------|
| Satisfaction with fault repair service    |        | 200    | 9-10     |        |
| Very satisfied                            | 11.72% | 5.96%  | 11.52%   | 20.40% |
| Satisfied                                 | 75.73% | 75.96% | 72.12%   | 60.80% |
| Dissatisfied                              | 3.49%  | 15.11% | 15.76%   | 11.60% |
| Very dissatisfied                         | 9.07%  | 2.98%  | 0.61%    | 7.20%  |
| Тор-2                                     | 87.45% | 81.92% | 83.64%   | 81.20% |
| Bot-2                                     | 12.56% | 18.09% | 16.37%   | 18.80% |
|   |        |        |          |        |
|   | Airtel | BSNL   | Rel Comm | TATA   |
| Satisfaction with fault repair service    |        | 200    | 8-09     |        |
| Very satisfied                            | 9.80%  | 13.88% | 9.45%    | 12.64% |
| Satisfied                                 | 64.05% | 69.75% | 71.64%   | 63.74% |
| Dissatisfied                              | 18.95% | 12.81% | 13.43%   | 19.23% |
| Very dissatisfied                         | 7.19%  | 3.56%  | 5.47%    | 4.40%  |
| Тор-2                                     | 73.85% | 83.63% | 81.09%   | 76.38% |
| Bot-2                                     | 26.14% | 16.37% | 18.90%   | 23.63% |
|   |        |        |          |        |
|   | Airtel | BSNL   | Rel Comm | TATA   |
| Use of Supplementary/Value Added Services |        | 200    | 9-10     |        |
| Yes                                       | 11.62% | 4.35%  | 11.51%   | 10.62% |
| No  | 88.38% | 95.65% | 88.49%   | 89.38% |
|   |        |        |          |        |
|   | Airtel | BSNL   | Rel Comm | TATA   |
| Use of Supplementary/Value Added Services |        | 200    | 8-09     |        |
| Yes                                       | 7.94%  | 5.28%  | 8.52%    | 4.70%  |
| No  | 92.06% | 94.72% | 91.48%   | 95.30% |
|   |        |        |          |        |
|   | Airtel | BSNL   | Rel Comm | TATA   |
| Satisfaction with quality of VAS          |        | 200    | 9-10     |        |
| Very satisfied                            | 46.84% | 6.58%  | 22.83%   | 26.43% |
| Satisfied                                 | 44.21% | 77.63% | 75.00%   | 65.71% |
| Dissatisfied                              | 6.84%  | 10.53% | 2.17%    | 5.00%  |
| Very dissatisfied                         | 2.11%  | 5.26%  | 0.00%    | 2.86%  |
| Тор-2                                     | 91.05% | 84.21% | 97.83%   | 92.14% |
| Bot-2                                     | 8.95%  | 15.79% | 2.17%    | 7.86%  |
|   |        |        |          |        |
|   | Airtel | BSNL   | Rel Comm | TATA   |
| Satisfaction with quality of VAS          |        | 200    | 8-09     |        |
| Very satisfied                            | 23.17% | 33.82% | 12.79%   | 15.22% |
| Satisfied                                 | 70.73% | 51.47% | 75.58%   | 73.91% |
|   |        |        |          |        |



| Dissatisfied   | 3.66%  | 14.71% | 10.47%   | 8.70%  |
|--|--------|--------|----------|--------|
| Very dissatisfied  | 2.44%  | 0.00%  | 1.16%    | 2.17%  |
| Top-2  | 93.90% | 85.29% | 88.37%   | 89.13% |
| Bot-2  | 6.10%  | 14.71% | 11.63%   | 10.87% |
|  |        |        |          |        |
|  | Airtel | BSNL   | Rel Comm | TATA   |
| Satisfaction with overall quality of telephone service                         |        | 2009   | 9-10     |        |
| Very satisfied   | 23.57% | 29.73% | 30.14%   | 27.07% |
| Satisfied  | 74.65% | 66.94% | 66.08%   | 71.47% |
| Dissatisfied   | 1.29%  | 2.65%  | 3.53%    | 1.00%  |
| Very dissatisfied  | 0.49%  | 0.69%  | 0.25%    | 0.46%  |
| Top-2  | 98.22% | 96.67% | 96.22%   | 98.54% |
| Bot-2  | 1.78%  | 3.34%  | 3.78%    | 1.46%  |
|  |        |        |          |        |
|  | Airtel | BSNL   | Rel Comm | TATA   |
| Satisfaction with overall quality of telephone service                         |        | 2008   | 8-09     |        |
| Very satisfied   | 23.43% | 31.19% | 21.00%   | 21.62% |
| Satisfied  | 73.43% | 64.66% | 75.30%   | 73.74% |
| Dissatisfied   | 2.47%  | 3.68%  | 2.70%    | 4.24%  |
| Very dissatisfied  | 0.66%  | 0.47%  | 1.00%    | 0.40%  |
| Тор-2  | 96.86% | 95.85% | 96.30%   | 95.36% |
| Bot-2  | 3.13%  | 4.15%  | 3.70%    | 4.64%  |
|  |        |        |          |        |
|  | Airtel | BSNL   | Rel Comm | TATA   |
| nformed about tariff plan in writing on activation of service or vithin a week | Airtel | BSNL   | Rel Comm | TATA   |
| 2009-10  | 48.81% | 38.27% | 33.42%   | 54.86% |
| 2008-09  | 41.68% | 38.59% | 40.24%   | 40.30% |
|  |        |        |          |        |
| erminated a telephone connection in last 12 months                             | Airtel | BSNL   | Rel Comm | TATA   |
| 2009-10  | 2.81%  | 0.57%  | 3.25%    | 3.72%  |
| 2008-09  | 2.08%  | 0.78%  | 2.48%    | 1.10%  |
|  |        |        |          |        |
| ime taken for termination of connection - 2009-10                              | Airtel | BSNL   | Rel Comm | TATA   |
| 1 day  | 2.17%  | 10.00% | 26.92%   | 20.41% |
| 2 - 3 days   | 60.87% | 30.00% | 53.85%   | 34.69% |
| 4 - 7 days   | 6.52%  | 20.00% | 3.85%    | 16.33% |
|  |        |        |          |        |
| ecurity money adjusted in the bill raised after termination request            | Airtel | BSNL   | Rel Comm | TATA   |
| 2009-10  | 73.91% | 40.00% | 76.92%   | 46.94% |
| 2008-09  | 66.67% | 40.00% | 52.00%   | 36.36% |



| Awareness about call centre telephone number                        | Airtel | BSNL   | Rel Comm | TATA   |
|---|--------|--------|----------|--------|
| Yes   | 55.78% | 56.98% | 81.60%   | 79.59% |
| No  | 43.61% | 41.99% | 17.52%   | 19.50% |
|   |        |        |          |        |
| Made any complaint to the customer care in last 12 months           | Airtel | BSNL   | Rel Comm | TATA   |
| Yes   | 8.50%  | 8.47%  | 16.52%   | 14.64% |
| No  | 91.50% | 91.53% | 83.48%   | 85.36% |
|   |        |        |          |        |
| If complaint made   | Airtel | BSNL   | Rel Comm | TATA   |
| Docket number received for most of the complaints                   | 14.39% | 2.03%  | 1.52%    | 6.74%  |
| No docket number received for most of the complaints                | 9.35%  | 27.70% | 4.55%    | 5.18%  |
| It was received on request  | 33.09% | 30.41% | 81.82%   | 51.81% |
| No docket number received even on request                           | 21.58% | 35.81% | 12.12%   | 27.98% |
|   |        |        |          |        |
| Informed by call centre about the action taken on the complaint     | Airtel | BSNL   | Rel Comm | TATA   |
| Yes   | 97.12% | 92.57% | 96.97%   | 95.85% |
| No  | 2.88%  | 7.43%  | 2.27%    | 4.15%  |
|   |        |        |          |        |
|   | Airtel | BSNL   | Rel Comm | TATA   |
| Satisfaction with the system of complaint resolution by call centre |        | 2009   | 9-10     |        |
| Very satisfied  | 40.88% | 16.22% | 9.92%    | 17.10% |
| Satisfied   | 45.26% | 70.27% | 75.57%   | 64.25% |
| Dissatisfied  | 9.49%  | 12.16% | 12.21%   | 11.40% |
| Very dissatisfied   | 4.38%  | 1.35%  | 2.29%    | 7.25%  |
| Top-2   | 86.14% | 86.49% | 85.49%   | 81.35% |
| Bot-2   | 13.87% | 13.51% | 14.50%   | 18.65% |
|   |        |        |          |        |
|   | Airtel | BSNL   | Rel Comm | TATA   |
| Satisfaction with the system of complaint resolution by call centre |        | 2008   | 8-09     |        |
| Very satisfied  | 1.37%  | 7.35%  | 2.00%    | 8.20%  |
| Satisfied   | 65.75% | 55.88% | 78.00%   | 68.85% |
| Dissatisfied  | 32.88% | 30.88% | 18.00%   | 21.31% |
| Very dissatisfied   | 0.00%  | 5.88%  | 2.00%    | 1.64%  |
| Top-2   | 67.12% | 63.23% | 80.00%   | 77.05% |
| Bot-2   | 32.88% | 36.76% | 20.00%   | 22.95% |



|   | Airtel | BSNL   | Rel Comm | TATA   |
|---|--------|--------|----------|--------|
| Reason for dissatisfaction  |        | 2009   | 9-10     |        |
| Difficult to connect to the call center executive   | 10.53% | 25.00% | 42.11%   | 33.33% |
| Customer care executive not polite/courteous  | 10.53% | 5.00%  | 31.58%   | 2.78%  |
| Customer care executive not equipped with adequate information  | 21.05% | 15.00% | 42.11%   | 16.67% |
| Time taken by call centre for redressal is too long   | 26.32% | 35.00% | 57.89%   | 41.67% |
| Customer care executive was unable to understand the problem  | 21.05% | 25.00% | 5.26%    | 25.00% |
| Others  | 0.00%  | 0.00%  | 0.00%    | 0.00%  |
|   |        |        |          |        |
| Billing/charging complaint resolved satisfactorily by call center within 4 weeks after lodging of the complaint         | Airtel | BSNL   | Rel Comm | TATA   |
| 2009-10   | 61.32% | 61.61% | 52.38%   | 60.20% |
| 2008-09   | 48.00% | 45.71% | 35.19%   | 41.94% |
|   |        |        |          |        |
| Awareness about contact details of Nodal officer  | Airtel | BSNL   | Rel Comm | TATA   |
| Yes   | 40.43% | 8.70%  | 15.02%   | 21.02% |
| No  | 59.57% | 91.30% | 84.98%   | 78.98% |
|   |        |        |          |        |
| Made any complaint to the Nodal officer regarding complaints not resolved/ unsatisfactorily resolved by the call centre | Airtel | BSNL   | Rel Comm | TATA   |
| Yes   | 18.61% | 21.71% | 30.83%   | 33.94% |
| No  | 81.39% | 78.29% | 69.17%   | 66.06% |
|   |        |        |          |        |
| Intimated by the nodal officer about the decision taken on the complaint  | Airtel | BSNL   | Rel Comm | TATA   |
| Yes   | 58.54% | 87.88% | 94.59%   | 70.21% |
| No  | 41.46% | 12.12% | 5.41%    | 29.79% |
|   |        |        |          |        |
| Satisfaction with the redressal of the complaint by the nodal officer   | Airtel | BSNL   | Rel Comm | TATA   |
| Very satisfied  | 33.61% | 18.18% | 21.62%   | 40.22% |
| Satisfied   | 22.95% | 66.67% | 56.76%   | 26.09% |
| Dissatisfied  | 16.39% | 6.06%  | 10.81%   | 14.13% |
| Very dissatisfied   | 27.05% | 9.09%  | 10.81%   | 19.57% |
| Top-2   | 56.56% | 84.85% | 78.38%   | 66.31% |
| Bot-2   | 43.44% | 15.15% | 21.62%   | 33.70% |



| Reason for dissatisfaction   | Airtel | BSNL   | Rel Comm | TATA   |
|--|--------|--------|----------|--------|
| Difficult to connect to the Nodal Officer  | 1.89%  | 0.00%  | 0.00%    | 6.45%  |
| Nodal Officer not polite/courteous   | 18.87% | 20.00% | 12.50%   | 12.90% |
| Nodal Officer not equipped with adequate information                               | 24.53% | 20.00% | 12.50%   | 25.81% |
| Time taken by Nodal Officer for redressal is too long                              | 32.08% | 40.00% | 50.00%   | 32.26% |
| Nodal Officer was unable to understand the problem                                 | 7.55%  | 0.00%  | 0.00%    | 6.45%  |
| Others   | 3.77%  | 0.00%  | 25.00%   | 3.23%  |
|  |        |        |          |        |
| Awareness about the contact details of the appellate authority                     | Airtel | BSNL   | Rel Comm | TATA   |
| Yes  | 44.59% | 5.21%  | 16.52%   | 21.32% |
| No   | 55.41% | 94.79% | 83.48%   | 78.68% |
|  |        |        |          |        |
| Filed any appeal in last 12 months   | Airtel | BSNL   | Rel Comm | TATA   |
| Yes  | 22.77% | 16.48% | 7.58%    | 29.54% |
| No   | 77.23% | 83.52% | 92.42%   | 70.46% |
|  |        |        |          |        |
| Filed any appeal in last 12 months   | Airtel | BSNL   | Rel Comm | TATA   |
| Yes  | 22.77% | 16.48% | 7.58%    | 29.54% |
| No   | 77.23% | 83.52% | 92.42%   | 70.46% |
|  |        |        |          |        |
| Received any acknowledgement for the complaint filed                               | Airtel | BSNL   | Rel Comm | TATA   |
| Yes  | 57.23% | 66.67% | 50.00%   | 59.04% |
| No   | 42.77% | 33.33% | 50.00%   | 40.96% |
|  |        |        |          |        |
| Any decision taken by the appellate authority within 3 months of filing the appeal | Airtel | BSNL   | Rel Comm | TATA   |
| Yes  | 19.88% | 66.67% | 20.00%   | 24.10% |
| No   | 25.90% | 6.67%  | 70.00%   | 12.05% |
| Appeal filed recently  | 54.22% | 20.00% | 10.00%   | 63.86% |
|  |        |        |          |        |
| Awareness about item-wise usage charge details for prepaid users                   | Airtel | BSNL   | Rel Comm | TATA   |
| Yes  | 60.77% | 25.00% | 47.73%   | 61.15% |
| No   | 32.45% | 59.09% | 47.73%   | 35.54% |
|  |        |        |          |        |
| Ever denied of request for item-wise usage charge details for prepaid connection   | Airtel | BSNL   | Rel Comm | TATA   |
| Yes  |        |        |          |        |
|  | 27.43% | 9.09%  | 3.41%    | 9.93%  |



6 - 12 months

more than 12 months

12.87%

75.63%

15.03%

71.27%

| Reasons for denial   |                            |                            |                            | Airtel                     | BSN                                  | L                          | Rel Comm                  |                            | TATA                            |
|--|----------------------------|----------------------------|----------------------------|----------------------------|--------------------------------------|----------------------------|---------------------------|----------------------------|---------------------------------|
| No reason provided   |                            |                            | vided                      | NA                         | NA                                   |                            | NA                        |                            | NA                              |
|  |                            | technical pro              | blem                       | NA                         | NA                                   |                            | NA                        |                            | NA                              |
|  |                            | 0                          | thers                      | NA                         | NA                                   |                            | NA                        |                            | NA                              |
| lanual of practice provided while subs<br>onnection                        | cribing for                | new telepho                | ne                         | Airtel                     | BSN                                  | L                          | Rel Comm                  |                            | TATA                            |
|  |                            |                            | Yes                        | 49.65%                     | 64.89                                | %                          | 47.83%                    |                            | 45.07%                          |
|  |                            |                            | No                         | 44.64%                     | 16.89                                | %                          | 16.43%                    |                            | 24.89%                          |
| '.2 Cellular Mobile (Wireless)   |                            |                            |                            |                            |                                      |                            |                           |                            |                                 |
| .2 Cellular Mobile (Wireless)  | Airtel                     | Vodafone                   | ldea                       | Aircel                     | BSNL GSM                             | Reliance<br>GSM            | Reliance<br>CDMA          | DoCol                      | Mo TATA<br>CDMA                 |
|  | Airtel                     | Vodafone                   | ldea                       | Aircel                     | BSNL GSM<br>2009-10                  |                            |                           | DoCol                      |                                 |
|  | Airtel 16.10%              | Vodafone                   | ldea 22.28%                | Aircel 57.31%              |                                      |                            |                           | DoCol                      | CDMA                            |
| ast applied for a mobile connection  |                            |                            |                            |                            | 2009-10                              | GSM                        | CDMA                      |                            | CDMA 8.46%                      |
| ast applied for a mobile connection<br>Less than 6 months                  | 16.10%                     | 17.42%                     | 22.28%                     | 57.31%                     | <b>2009-10</b><br>8.69%              | GSM<br>38.19%              | 8.07%                     | 66.62                      | % 8.46% 13.63%                  |
| ast applied for a mobile connection<br>Less than 6 months<br>6 - 12 months | 16.10%<br>14.61%           | 17.42%<br>16.71%           | 22.28%<br>15.42%           | 57.31%<br>32.35%           | <b>2009-10</b><br>8.69%<br>11.67%    | 38.19%<br>33.57%           | 8.07%<br>11.37%<br>80.57% | 66.62°                     | % 8.46%<br>% 13.63%<br>% 77.91% |
| 6 - 12 months  | 16.10%<br>14.61%<br>69.30% | 17.42%<br>16.71%<br>65.87% | 22.28%<br>15.42%<br>62.30% | 57.31%<br>32.35%<br>10.34% | 2009-10<br>8.69%<br>11.67%<br>79.64% | 38.19%<br>33.57%<br>28.25% | 8.07%<br>11.37%<br>80.57% | 66.62°<br>17.64°<br>15.74° | % 8.46%<br>% 13.63%<br>% 77.91% |

|  | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|--|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Time taken to provide a working connection |        |          |        |        | 2009-10  |                 |                  |        |              |
| 1 day                                      | 73.59% | 74.06%   | 70.21% | 79.60% | 68.78%   | 71.13%          | 62.86%           | 77.41% | 72.00%       |
| 2 - 3 days                                 | 19.32% | 21.23%   | 24.04% | 17.70% | 25.74%   | 24.73%          | 25.24%           | 19.51% | 23.00%       |
| 4 - 7 days                                 | 3.42%  | 1.65%    | 1.49%  | 1.40%  | 1.69%    | 1.95%           | 5.71%            | 1.21%  | 3.50%        |
| more than 7 days                           | 3.67%  | 3.07%    | 4.26%  | 1.30%  | 3.80%    | 2.19%           | 6.19%            | 1.86%  | 1.50%        |
| <= 7 days                                  | 96.33% | 96.94%   | 95.74% | 98.70% | 96.21%   | 97.81%          | 93.81%           | 98.13% | 98.50%       |

12.99%

69.59%

NA

NA

6.06%

87.87%

NA

NA

9.32%

83.26%

NA

NA

19.60%

72.03%

|  | Airtel | Vodafone | Idea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|--|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Time taken to provide a working connection |        |          |        |        | 2008-09  |                 |                  |        |              |
| 1 day                                      | 86.75% | 82.15%   | 85.62% | NA     | 74.17%   | NA              | 75.56%           | NA     | 59.66%       |
| 2 - 3 days                                 | 10.41% | 16.16%   | 11.76% | NA     | 20.83%   | NA              | 21.67%           | NA     | 38.62%       |
| 4 - 7 days                                 | 0.95%  | 1.35%    | 1.96%  | NA     | 3.33%    | NA              | 2.22%            | NA     | 1.03%        |



| more than 7 days                                   | 1.89%  | 0.34%    | 0.65%  | NA     | 1.67%    | NA              | 0.56%            | NA     | 0.69%        |
|--|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| <= 7 days  | 98.11% | 99.66%   | 99.34% | NA     | 98.33%   | NA              | 99.45%           | NA     | 99.31%       |
|  |        |          |        |        |          |                 |                  |        |              |
|  | Airtel | Vodafone | Idea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Satisfaction with time taken for activation        |        |          |        |        | 2009-10  |                 |                  |        |              |
| Very satisfied                                     | 20.05% | 18.38%   | 24.46% | 35.58% | 21.55%   | 29.01%          | 15.71%           | 30.65% | 25.52%       |
| Satisfied  | 73.02% | 74.94%   | 69.31% | 60.20% | 76.72%   | 66.10%          | 81.90%           | 63.66% | 70.31%       |
| Dissatisfied                                       | 6.19%  | 5.97%    | 4.72%  | 3.92%  | 1.72%    | 4.65%           | 0.95%            | 4.55%  | 4.17%        |
| Very dissatisfied                                  | 0.74%  | 0.72%    | 1.50%  | 0.30%  | 0.00%    | 0.24%           | 1.43%            | 1.14%  | 0.00%        |
| Top-2  | 93.07% | 93.32%   | 93.77% | 95.78% | 98.27%   | 95.11%          | 97.61%           | 94.31% | 95.83%       |
| Bot-2  | 6.93%  | 6.69%    | 6.22%  | 4.22%  | 1.72%    | 4.89%           | 2.38%            | 5.69%  | 4.17%        |
|  |        |          |        |        |          |                 |                  |        |              |
|  | Airtel | Vodafone | Idea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Satisfaction with time taken for activation        |        |          |        |        | 2008-09  |                 |                  |        |              |
| Very satisfied                                     | 46.33% | 46.62%   | 39.54% | NA     | 39.17%   | NA              | 36.52%           | NA     | 27.08%       |
| Satisfied  | 52.72% | 50.34%   | 57.84% | NA     | 59.17%   | NA              | 58.43%           | NA     | 71.18%       |
| Dissatisfied                                       | 0.96%  | 3.04%    | 2.61%  | NA     | 0.83%    | NA              | 3.93%            | NA     | 1.74%        |
| Very dissatisfied                                  | 0.00%  | 0.00%    | 0.00%  | NA     | 0.83%    | NA              | 1.12%            | NA     | 0.00%        |
| Top-2  | 99.05% | 96.96%   | 97.38% | NA     | 98.34%   | NA              | 94.95%           | NA     | 98.26%       |
| Bot-2  | 0.96%  | 3.04%    | 2.61%  | NA     | 1.66%    | NA              | 5.05%            | NA     | 1.74%        |
|  |        |          |        |        |          |                 |                  |        |              |
|  | Airtel | Vodafone | Idea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Satisfaction with accuracy of charges<br>- Prepaid |        |          |        |        | 2009-10  |                 |                  |        |              |
| Very satisfied                                     | 27.91% | 24.10%   | 25.02% | 32.36% | 29.72%   | 26.15%          | 19.10%           | 27.94% | 25.74%       |
| Satisfied  | 67.29% | 71.70%   | 68.60% | 62.99% | 66.07%   | 68.46%          | 74.95%           | 66.97% | 68.03%       |
| Dissatisfied                                       | 4.50%  | 3.95%    | 5.64%  | 4.56%  | 4.12%    | 5.12%           | 5.57%            | 5.02%  | 6.01%        |
| Very dissatisfied                                  | 0.31%  | 0.25%    | 0.74%  | 0.09%  | 0.09%    | 0.27%           | 0.38%            | 0.07%  | 0.23%        |
| Top-2  | 95.20% | 95.80%   | 93.62% | 95.35% | 95.79%   | 94.61%          | 94.05%           | 94.91% | 93.77%       |
| Bot-2  | 4.81%  | 4.20%    | 6.38%  | 4.65%  | 4.21%    | 5.39%           | 5.95%            | 5.09%  | 6.24%        |
|  |        |          |        |        |          |                 |                  |        |              |
|  | Airtel | Vodafone | Idea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Satisfaction with accuracy of charges<br>- Prepaid |        |          |        |        | 2008-09  |                 |                  |        |              |
| Very satisfied                                     | 39.25% | 40.78%   | 38.06% | NA     | 37.51%   | NA              | 31.60%           | NA     | 36.96%       |
| Satisfied  | 58.70% | 57.44%   | 59.46% | NA     | 60.00%   | NA              | 65.36%           | NA     | 59.91%       |
| Dissatisfied                                       | 1.71%  | 1.47%    | 2.26%  | NA     | 2.25%    | NA              | 2.54%            | NA     | 3.13%        |
| Very dissatisfied                                  | 0.34%  | 0.31%    | 0.22%  | NA     | 0.24%    | NA              | 0.49%            | NA     | 0.00%        |
| Top-2  | 97.95% | 98.22%   | 97.52% | NA     | 97.51%   | NA              | 96.96%           | NA     | 96.87%       |



| Bot-2  | 2.05%  | 1.78%    | 2.48%  | NA     | 2.49%    | NA              | 3.03%            | NA     | 3.13%        |
|--|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
|  |        |          |        |        |          |                 |                  |        |              |
|  | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Billing complaint in last 12 months -<br>Prepaid |        |          |        |        | 2009-10  |                 |                  |        |              |
| Yes  | 17.67% | 18.01%   | 19.17% | 15.38% | 19.12%   | 13.64%          | 16.48%           | 12.90% | 17.56%       |
| No   | 82.33% | 81.99%   | 80.83% | 84.62% | 80.88%   | 86.36%          | 83.52%           | 87.10% | 82.44%       |

|  | Airtel | Vodafone | ldea | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|--|--------|----------|------|--------|----------|-----------------|------------------|--------|--------------|
| Billing complaint in last 12 months -<br>Prepaid |        |          |      |        | 2008-09  |                 |                  |        |              |
| Yes  | NA     | NA       | NA   | NA     | NA       | NA              | NA               | NA     | NA           |
| No   | NA     | NA       | NA   | NA     | NA       | NA              | NA               | NA     | NA           |

|   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|---|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Satisfaction with process of resolution of billing complaints - Prepaid |        |          |        |        | 2009-10  |                 |                  |        |              |
| Very satisfied  | 13.85% | 13.24%   | 8.02%  | 20.47% | 15.67%   | 5.19%           | 9.71%            | 10.11% | 10.83%       |
| Satisfied   | 80.52% | 81.28%   | 79.75% | 69.59% | 77.88%   | 87.01%          | 81.14%           | 77.66% | 81.53%       |
| Dissatisfied  | 5.63%  | 5.48%    | 10.97% | 9.94%  | 5.99%    | 6.49%           | 8.00%            | 9.57%  | 7.64%        |
| Very dissatisfied   | 0.00%  | 0.00%    | 1.27%  | 0.00%  | 0.46%    | 1.30%           | 1.14%            | 2.66%  | 0.00%        |
| Top-2   | 94.37% | 94.52%   | 87.77% | 90.06% | 93.55%   | 92.20%          | 90.85%           | 87.77% | 92.36%       |
| Bot-2   | 5.63%  | 5.48%    | 12.24% | 9.94%  | 6.45%    | 7.79%           | 9.14%            | 12.23% | 7.64%        |

|   | Airtel | Vodafone | ldea | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|---|--------|----------|------|--------|----------|-----------------|------------------|--------|--------------|
| Satisfaction with process of resolution of billing complaints - Prepaid |        |          |      |        | 2008-09  |                 |                  |        |              |
| Very satisfied  | NA     | NA       | NA   | NA     | NA       | NA              | NA               | NA     | NA           |
| Satisfied   | NA     | NA       | NA   | NA     | NA       | NA              | NA               | NA     | NA           |
| Dissatisfied  | NA     | NA       | NA   | NA     | NA       | NA              | NA               | NA     | NA           |
| Very dissatisfied   | NA     | NA       | NA   | NA     | NA       | NA              | NA               | NA     | NA           |
| Top-2   | NA     | NA       | NA   | NA     | NA       | NA              | NA               | NA     | NA           |
| Bot-2   | NA     | NA       | NA   | NA     | NA       | NA              | NA               | NA     | NA           |



|  | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo  | TATA<br>CDMA |
|--|--------|----------|--------|--------|----------|-----------------|------------------|---------|--------------|
| 0-6-6-6  |        |          |        |        |          | GSIVI           | CDIVIA           |         | CDIVIA       |
| Satisfaction with timely delivery of<br>bills - Postpaid |        |          |        |        | 2009-10  |                 |                  |         |              |
| Very satisfied   | 17.86% | 17.65%   | 0.00%  | 33.33% | 33.33%   | 53.85%          | 25.00%           | 11.11%  | 8.33%        |
| Satisfied  | 57.14% | 70.59%   | 86.67% | 33.33% | 56.67%   | 30.77%          | 54.17%           | 66.67%  | 58.33%       |
| Dissatisfied   | 25.00% | 11.76%   | 13.33% | 33.33% | 10.00%   | 15.38%          | 20.83%           | 11.11%  | 33.33%       |
| Very dissatisfied  | 0.00%  | 0.00%    | 0.00%  | 0.00%  | 0.00%    | 0.00%           | 0.00%            | 11.11%  | 0.00%        |
| Top-2  | 75.00% | 88.24%   | 86.67% | 66.66% | 90.00%   | 84.62%          | 79.17%           | 77.78%  | 66.66%       |
| Bot-2  | 25.00% | 11.76%   | 13.33% | 33.33% | 10.00%   | 15.38%          | 20.83%           | 22.22%  | 33.33%       |
|  |        |          |        |        |          |                 |                  |         |              |
|  | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo  | TATA<br>CDMA |
| Satisfaction with timely delivery of bills - Postpaid    |        |          |        |        | 2008-09  |                 |                  |         |              |
| Very satisfied   | 36.21% | 25.27%   | 18.06% | NA     | 25.00%   | NA              | 26.92%           | NA      | 16.76%       |
| Satisfied  | 57.76% | 64.84%   | 77.78% | NA     | 72.37%   | NA              | 65.38%           | NA      | 81.01%       |
| Dissatisfied   | 4.31%  | 9.89%    | 2.78%  | NA     | 2.63%    | NA              | 5.13%            | NA      | 2.23%        |
| Very dissatisfied  | 1.72%  | 0.00%    | 1.39%  | NA     | 0.00%    | NA              | 2.56%            | NA      | 0.00%        |
| Top-2  | 93.97% | 90.11%   | 95.84% | NA     | 97.37%   | NA              | 92.30%           | NA      | 97.77%       |
| Bot-2  | 6.03%  | 9.89%    | 4.17%  | NA     | 2.63%    | NA              | 7.69%            | NA      | 2.23%        |
|  |        |          |        |        |          |                 |                  |         |              |
|  | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo  | TATA<br>CDMA |
| Satisfaction with accuracy of bills -<br>Postpaid        |        |          |        |        | 2009-10  |                 |                  |         |              |
| Very satisfied   | 21.43% | 14.29%   | 7.69%  | 50.00% | 17.86%   | 46.15%          | 17.39%           | 33.33%  | 0.00%        |
| Satisfied  | 46.43% | 67.86%   | 76.92% | 0.00%  | 67.86%   | 38.46%          | 52.17%           | 66.67%  | 66.67%       |
| Dissatisfied   | 32.14% | 17.86%   | 15.38% | 50.00% | 14.29%   | 15.38%          | 26.09%           | 0.00%   | 33.33%       |
| Very dissatisfied  | 0.00%  | 0.00%    | 0.00%  | 0.00%  | 0.00%    | 0.00%           | 4.35%            | 0.00%   | 0.00%        |
| Top-2  | 67.86% | 82.15%   | 84.61% | 50.00% | 85.72%   | 84.61%          | 69.56%           | 100.00% | 66.67%       |
| Bot-2  | 32.14% | 17.86%   | 15.38% | 50.00% | 14.29%   | 15.38%          | 30.44%           | 0.00%   | 33.33%       |
|  | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo  | TATA<br>CDMA |
| Satisfaction with accuracy of bills -<br>Postpaid        |        |          |        |        | 2008-09  |                 |                  |         |              |
| Very satisfied   | 41.38% | 30.34%   | 28.17% | NA     | 35.10%   | NA              | 38.46%           | NA      | 21.91%       |
| Satisfied  | 53.45% | 57.30%   | 67.61% | NA     | 62.25%   | NA              | 52.56%           | NA      | 75.28%       |
| Dissatisfied   | 2.59%  | 12.36%   | 4.23%  | NA     | 2.65%    | NA              | 7.69%            | NA      | 2.81%        |
| Very dissatisfied  | 2.59%  | 0.00%    | 0.00%  | NA     | 0.00%    | NA              | 1.28%            | NA      | 0.00%        |
| Top-2  | 94.83% | 87.64%   | 95.78% | NA     | 97.35%   | NA              | 91.02%           | NA      | 97.19%       |



Dissatisfied

Top-2

Bot-2

Very dissatisfied

16.67%

12.50%

70.83%

29.17%

9.09%

9.09%

81.82%

18.18%

| Bot-2  | 5.18%  | 12.36%   | 4.23%   | NA                         | 2.65%   | NA                            | 8.97%  | NA  | 2.81%   |
|--|--|--|---|----------------------------|---|-------------------------------|--|---|---|
|  |  |  |   |                            |   |                               |  |   |   |
|  | Airtel   | Vodafone   | ldea  | Aircel                     | BSNL GSM  | Reliance<br>GSM               | Reliance<br>CDMA                                       | DoCoMo  | TATA<br>CDMA  |
| Billing complaint in last 12 months -<br>Postpaid  |  |  |   |                            | 2009-10   |                               |  |   |   |
| Yes  | 22.86%   | 7.32%  | 6.25%   | 0.00%                      | 17.95%  | 0.00%                         | 31.03%   | 5.88%   | 12.50%  |
| No   | 77.14%   | 92.68%   | 93.75%  | 100.00%                    | 82.05%  | 100.00%                       | 68.97%   | 94.12%  | 87.50%  |
|  |  |  |   |                            |   |                               |  |   |   |
|  | Airtel   | Vodafone   | ldea  | Aircel                     | BSNL GSM  | Reliance<br>GSM               | Reliance<br>CDMA                                       | DoCoMo  | TATA<br>CDMA  |
| Billing complaint in last 12 months - Postpaid   |  |  |   |                            | 2008-09   |                               |  |   |   |
| Yes  | 19.67%   | 23.66%   | 22.08%  | NA                         | 20.00%  | NA                            | 12.66%   | NA  | 30.05%  |
| No   | 80.33%   | 76.34%   | 77.92%  | NA                         | 80.00%  | NA                            | 87.34%   | NA  | 69.95%  |
|  |  |  |   |                            |   |                               |  |   |   |
|  |  |  |   |                            |   |                               |  |   |   |
|  | Airtel   | Vodafone   | ldea  | Aircel                     | BSNL GSM  | Reliance<br>GSM               | Reliance<br>CDMA                                       | DoCoMo  | TATA<br>CDMA  |
| Satisfaction with process of resolution of billing complaints - Postpaid   | Airtel   | Vodafone   | ldea  | Aircel                     | BSNL GSM<br>2009-10   |                               |  | DoCoMo  |   |
|  | Airtel 14.29%  | Vodafone 0.00%   | ldea  | Aircel                     |   |                               |  | DoCoMo<br>0.00%                               |   |
| of billing complaints - Postpaid   |  |  |   |                            | 2009-10   | GSM                           | CDMA   |   | CDMA  |
| of billing complaints - Postpaid<br>Very satisfied   | 14.29%   | 0.00%  | 0.00%   | NA                         | <b>2009-10</b> 0.00%  | GSM<br>NA                     | 11.11%   | 0.00%   | 0.00%   |
| of billing complaints - Postpaid<br>Very satisfied<br>Satisfied  | 14.29%<br>0.00%  | 0.00%  | 0.00%   | NA<br>NA                   | <b>2009-10</b> 0.00% 66.67%   | NA<br>NA                      | 11.11%<br>33.33%                                       | 0.00%   | 0.00%<br>0.00%  |
| of billing complaints - Postpaid<br>Very satisfied<br>Satisfied<br>Dissatisfied  | 14.29%<br>0.00%<br>85.71%                              | 0.00%<br>33.33%<br>66.67%                              | 0.00%<br>0.00%<br>0.00%                       | NA<br>NA<br>NA             | 2009-10<br>0.00%<br>66.67%<br>33.33%                                | NA<br>NA<br>NA                | 11.11%<br>33.33%<br>55.56%                             | 0.00%<br>0.00%<br>100.00%                     | 0.00%<br>0.00%<br>100.00%                                     |
| of billing complaints - Postpaid<br>Very satisfied<br>Satisfied<br>Dissatisfied<br>Very dissatisfied   | 14.29%<br>0.00%<br>85.71%<br>0.00%                     | 0.00%<br>33.33%<br>66.67%<br>0.00%                     | 0.00%<br>0.00%<br>0.00%<br>100.00%            | NA<br>NA<br>NA             | 2009-10<br>0.00%<br>66.67%<br>33.33%<br>0.00%                       | NA<br>NA<br>NA<br>NA          | 11.11%<br>33.33%<br>55.56%<br>0.00%                    | 0.00%<br>0.00%<br>100.00%<br>0.00%            | 0.00%<br>0.00%<br>100.00%                                     |
| of billing complaints - Postpaid  Very satisfied  Satisfied  Dissatisfied  Very dissatisfied  Top-2  | 14.29%<br>0.00%<br>85.71%<br>0.00%<br>14.29%           | 0.00%<br>33.33%<br>66.67%<br>0.00%<br>33.33%           | 0.00%<br>0.00%<br>0.00%<br>100.00%            | NA<br>NA<br>NA<br>NA       | 2009-10<br>0.00%<br>66.67%<br>33.33%<br>0.00%<br>66.67%             | NA NA NA NA NA NA             | 11.11%<br>33.33%<br>55.56%<br>0.00%<br>44.44%          | 0.00%<br>0.00%<br>100.00%<br>0.00%            | 0.00%<br>0.00%<br>100.00%<br>0.00%                            |
| of billing complaints - Postpaid  Very satisfied  Satisfied  Dissatisfied  Very dissatisfied  Top-2  | 14.29%<br>0.00%<br>85.71%<br>0.00%<br>14.29%           | 0.00%<br>33.33%<br>66.67%<br>0.00%<br>33.33%           | 0.00%<br>0.00%<br>0.00%<br>100.00%            | NA<br>NA<br>NA<br>NA       | 2009-10<br>0.00%<br>66.67%<br>33.33%<br>0.00%<br>66.67%             | NA NA NA NA NA NA             | 11.11%<br>33.33%<br>55.56%<br>0.00%<br>44.44%          | 0.00%<br>0.00%<br>100.00%<br>0.00%            | 0.00%<br>0.00%<br>100.00%<br>0.00%                            |
| of billing complaints - Postpaid  Very satisfied  Satisfied  Dissatisfied  Very dissatisfied  Top-2  | 14.29%<br>0.00%<br>85.71%<br>0.00%<br>14.29%<br>85.71% | 0.00%<br>33.33%<br>66.67%<br>0.00%<br>33.33%<br>66.67% | 0.00%<br>0.00%<br>0.00%<br>100.00%<br>100.00% | NA<br>NA<br>NA<br>NA<br>NA | 2009-10<br>0.00%<br>66.67%<br>33.33%<br>0.00%<br>66.67%<br>33.33%   | NA NA NA NA NA NA NA Reliance | 11.11% 33.33% 55.56% 0.00% 44.44% 55.56% Reliance      | 0.00%<br>0.00%<br>100.00%<br>0.00%<br>100.00% | 0.00%<br>0.00%<br>100.00%<br>0.00%<br>0.00%<br>100.00%        |
| of billing complaints - Postpaid  Very satisfied  Satisfied  Dissatisfied  Very dissatisfied  Top-2  Bot-2   | 14.29%<br>0.00%<br>85.71%<br>0.00%<br>14.29%<br>85.71% | 0.00%<br>33.33%<br>66.67%<br>0.00%<br>33.33%<br>66.67% | 0.00%<br>0.00%<br>0.00%<br>100.00%<br>100.00% | NA<br>NA<br>NA<br>NA<br>NA | 2009-10<br>0.00%<br>66.67%<br>33.33%<br>0.00%<br>66.67%<br>33.33%   | NA NA NA NA NA NA NA Reliance | 11.11% 33.33% 55.56% 0.00% 44.44% 55.56% Reliance      | 0.00%<br>0.00%<br>100.00%<br>0.00%<br>100.00% | 0.00%<br>0.00%<br>100.00%<br>0.00%<br>0.00%<br>100.00%        |
| of billing complaints - Postpaid  Very satisfied  Satisfied  Dissatisfied  Very dissatisfied  Top-2  Bot-2  Satisfaction with process of resolution of billing complaints - Postpaid | 14.29%<br>0.00%<br>85.71%<br>0.00%<br>14.29%<br>85.71% | 0.00%<br>33.33%<br>66.67%<br>0.00%<br>33.33%<br>66.67% | 0.00%<br>0.00%<br>0.00%<br>100.00%<br>100.00% | NA NA NA NA NA NA Aircel   | 2009-10  0.00% 66.67% 33.33% 0.00% 66.67% 33.33%  BSNL GSM  2008-09 | NA NA NA NA NA Reliance GSM   | 11.11% 33.33% 55.56% 0.00% 44.44% 55.56% Reliance CDMA | 0.00%<br>0.00%<br>100.00%<br>0.00%<br>100.00% | 0.00%<br>0.00%<br>100.00%<br>0.00%<br>100.00%<br>TATA<br>CDMA |

7.69%

0.00%

92.31%

7.69%

NA

NA

NA

NA

12.90%

3.23%

83.87%

16.13%

NA

NA

NA

NA

50.00%

10.00%

40.00%

60.00%

NA

NA

 $\mathsf{N}\mathsf{A}$ 

NA

3.64%

0.00%

96.36%

3.64%



|  | Airtel | Vodafone | ldea   | Aircel  | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|--|--------|----------|--------|---------|----------|-----------------|------------------|--------|--------------|
| Satisfaction with clarity of bills -<br>Postpaid |        |          |        |         | 2009-10  |                 |                  |        |              |
| Very satisfied                                   | 20.00% | 7.41%    | 7.14%  | 0.00%   | 26.92%   | 66.67%          | 14.29%           | 0.00%  | 10.00%       |
| Satisfied  | 56.67% | 85.19%   | 85.71% | 100.00% | 65.38%   | 33.33%          | 61.90%           | 66.67% | 50.00%       |
| Dissatisfied                                     | 23.33% | 7.41%    | 0.00%  | 0.00%   | 7.69%    | 0.00%           | 23.81%           | 16.67% | 40.00%       |
| Very dissatisfied                                | 0.00%  | 0.00%    | 7.14%  | 0.00%   | 0.00%    | 0.00%           | 0.00%            | 16.67% | 0.00%        |
| Top-2  | 76.67% | 92.60%   | 92.85% | 100.00% | 92.30%   | 100.00%         | 76.19%           | 66.67% | 60.00%       |
| Bot-2  | 23.33% | 7.41%    | 7.14%  | 0.00%   | 7.69%    | 0.00%           | 23.81%           | 33.34% | 40.00%       |

|  | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|--|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Satisfaction with clarity of bills -<br>Postpaid |        |          |        |        | 2008-09  |                 |                  |        |              |
| Very satisfied                                   | 24.79% | 15.56%   | 15.94% | NA     | 23.68%   | NA              | 24.36%           | NA     | 11.73%       |
| Satisfied  | 70.94% | 75.56%   | 81.16% | NA     | 73.03%   | NA              | 67.95%           | NA     | 86.59%       |
| Dissatisfied                                     | 4.27%  | 7.78%    | 2.90%  | NA     | 3.29%    | NA              | 6.41%            | NA     | 1.68%        |
| Very dissatisfied                                | 0.00%  | 1.11%    | 0.00%  | NA     | 0.00%    | NA              | 1.28%            | NA     | 0.00%        |
| Top-2  | 95.73% | 91.12%   | 97.10% | NA     | 96.71%   | NA              | 92.31%           | NA     | 98.32%       |
| Bot-2  | 4.27%  | 8.89%    | 2.90%  | NA     | 3.29%    | NA              | 7.69%            | NA     | 1.68%        |

|                                     | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|-------------------------------------|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Made complaint at the customer care |        |          |        |        | 2009-10  |                 |                  |        |              |
| Yes                                 | 40.91% | 41.13%   | 41.13% | 36.54% | 41.40%   | 30.60%          | 38.31%           | 32.23% | 30.99%       |
| No                                  | 59.09% | 58.87%   | 58.87% | 63.46% | 58.60%   | 69.40%          | 61.69%           | 67.77% | 69.01%       |

|                                     | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|-------------------------------------|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Made complaint at the customer care |        |          |        |        | 2008-09  |                 |                  |        |              |
| Yes                                 | 52.87% | 55.66%   | 57.19% | NA     | 46.42%   | NA              | 52.58%           | NA     | 58.42%       |
| No                                  | 47.13% | 44.34%   | 42.81% | NA     | 53.58%   | NA              | 47.42%           | NA     | 41.58%       |



|   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance        | Reliance         | DoCoMo | TATA         |
|---|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
|   |        |          |        |        |          | GSM             | CDMA             |        | CDMA         |
| Satisfaction with ease of accessing customer care |        |          |        |        | 2009-10  |                 |                  |        |              |
| Very satisfied                                    | 15.12% | 11.99%   | 13.40% | 13.20% | 16.26%   | 13.11%          | 10.29%           | 9.70%  | 15.60%       |
| Satisfied   | 75.41% | 76.98%   | 71.84% | 73.35% | 72.02%   | 75.50%          | 75.60%           | 75.53% | 75.53%       |
| Dissatisfied                                      | 8.93%  | 10.64%   | 12.43% | 12.47% | 11.32%   | 10.54%          | 12.68%           | 13.50% | 8.51%        |
| Very dissatisfied                                 | 0.55%  | 0.39%    | 2.33%  | 0.98%  | 0.41%    | 0.85%           | 1.44%            | 1.27%  | 0.35%        |
| Top-2   | 90.53% | 88.97%   | 85.24% | 86.55% | 88.28%   | 88.61%          | 85.89%           | 85.23% | 91.13%       |
| Bot-2   | 9.48%  | 11.03%   | 14.76% | 13.45% | 11.73%   | 11.39%          | 14.12%           | 14.77% | 8.86%        |
|   |        |          |        |        |          |                 |                  |        |              |
|   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Satisfaction with ease of accessing customer care |        |          |        |        | 2008-09  |                 |                  |        |              |
| Very satisfied                                    | 16.74% | 12.33%   | 11.21% | NA     | 14.16%   | NA              | 14.14%           | NA     | 10.59%       |
| Satisfied   | 72.20% | 68.66%   | 69.83% | NA     | 72.53%   | NA              | 71.03%           | NA     | 83.55%       |
| Dissatisfied                                      | 10.33% | 16.27%   | 16.38% | NA     | 12.45%   | NA              | 12.24%           | NA     | 5.70%        |
| Very dissatisfied                                 | 0.73%  | 2.74%    | 2.59%  | NA     | 0.86%    | NA              | 2.59%            | NA     | 0.16%        |
| Top-2   | 88.94% | 80.99%   | 81.04% | NA     | 86.69%   | NA              | 85.17%           | NA     | 94.14%       |
| Bot-2   | 11.06% | 19.01%   | 18.97% | NA     | 13.31%   | NA              | 14.83%           | NA     | 5.86%        |
|   |        |          |        |        |          |                 |                  |        |              |
|   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| satisfaction with response time to answer call    |        |          |        |        | 2009-10  |                 |                  |        |              |
| Very satisfied                                    | 24.86% | 17.44%   | 20.66% | 22.30% | 26.75%   | 17.43%          | 19.32%           | 16.42% | 20.64%       |
| Satisfied   | 65.63% | 71.71%   | 65.11% | 63.48% | 62.96%   | 70.57%          | 66.43%           | 70.32% | 70.11%       |
| Dissatisfied                                      | 8.59%  | 10.27%   | 12.87% | 13.48% | 10.29%   | 11.43%          | 12.56%           | 12.00% | 8.90%        |
| Very dissatisfied                                 | 0.91%  | 0.58%    | 1.36%  | 0.74%  | 0.00%    | 0.57%           | 1.69%            | 1.26%  | 0.36%        |
| Top-2   | 90.49% | 89.15%   | 85.77% | 85.78% | 89.71%   | 88.00%          | 85.75%           | 86.74% | 90.75%       |
| Bot-2   | 9.50%  | 10.85%   | 14.23% | 14.22% | 10.29%   | 12.00%          | 14.25%           | 13.26% | 9.26%        |
|   |        |          |        |        |          |                 |                  |        |              |
|   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| satisfaction with response time to answer call    |        |          |        |        | 2008-09  |                 |                  |        |              |
| Very satisfied                                    | 32.31% | 29.97%   | 24.31% | NA     | 25.97%   | NA              | 27.76%           | NA     | 30.13%       |
| Satisfied   | 56.91% | 56.16%   | 59.66% | NA     | 60.30%   | NA              | 58.97%           | NA     | 60.42%       |
| Dissatisfied                                      | 10.04% | 11.30%   | 12.24% | NA     | 11.80%   | NA              | 10.69%           | NA     | 8.63%        |
| Very dissatisfied                                 | 0.73%  | 2.57%    | 3.79%  | NA     | 1.93%    | NA              | 2.59%            | NA     | 0.81%        |
| Top-2   | 89.22% | 86.13%   | 83.97% | NA     | 86.27%   | NA              | 86.73%           | NA     | 90.55%       |



| Bot-2   | 10.77% | 13.87%   | 16.03% | NA     | 13.73%   | NA              | 13.28%           | NA     | 9.44%        |
|---|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
|   |        |          |        |        |          |                 |                  |        |              |
|   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Satisfaction with problem solving ability         |        |          |        |        | 2009-10  |                 |                  |        |              |
| Very satisfied                                    | 18.98% | 18.02%   | 15.76% | 20.24% | 18.97%   | 14.81%          | 13.70%           | 11.21% | 14.95%       |
| Satisfied   | 72.45% | 70.16%   | 65.56% | 59.51% | 69.48%   | 68.38%          | 68.75%           | 70.19% | 71.89%       |
| Dissatisfied                                      | 8.21%  | 11.24%   | 16.73% | 19.02% | 11.34%   | 16.24%          | 15.63%           | 17.34% | 12.46%       |
| Very dissatisfied                                 | 0.36%  | 0.58%    | 1.95%  | 1.22%  | 0.21%    | 0.57%           | 1.92%            | 1.27%  | 0.71%        |
| Top-2   | 91.43% | 88.18%   | 81.32% | 79.75% | 88.45%   | 83.19%          | 82.45%           | 81.40% | 86.84%       |
| Bot-2   | 8.57%  | 11.82%   | 18.68% | 20.24% | 11.55%   | 16.81%          | 17.55%           | 18.61% | 13.17%       |
|   |        |          |        |        |          |                 |                  |        |              |
|   | Airtel | Vodafone | Idea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Satisfaction with problem solving ability         |        |          |        |        | 2008-09  |                 |                  |        |              |
| Very satisfied                                    | 28.13% | 25.68%   | 20.52% | NA     | 24.46%   | NA              | 27.24%           | NA     | 21.86%       |
| Satisfied   | 61.08% | 60.45%   | 61.38% | NA     | 63.95%   | NA              | 59.14%           | NA     | 69.17%       |
| Dissatisfied                                      | 9.77%  | 11.82%   | 15.34% | NA     | 10.09%   | NA              | 11.03%           | NA     | 8.65%        |
| Very dissatisfied                                 | 1.02%  | 2.05%    | 2.76%  | NA     | 1.50%    | NA              | 2.59%            | NA     | 0.33%        |
| Top-2   | 89.21% | 86.13%   | 81.90% | NA     | 88.41%   | NA              | 86.38%           | 0.00%  | 91.03%       |
| Bot-2   | 10.79% | 13.87%   | 18.10% | NA     | 11.59%   | NA              | 13.62%           | 0.00%  | 8.98%        |
|   |        |          |        |        |          |                 |                  |        |              |
|   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Satisfaction with time taken to resolve complaint |        |          |        |        | 2009-10  |                 |                  |        |              |
| Very satisfied                                    | 19.67% | 13.81%   | 14.62% | 16.91% | 18.93%   | 10.57%          | 13.80%           | 13.08% | 15.25%       |
| Satisfied   | 69.58% | 73.93%   | 66.08% | 60.54% | 68.93%   | 70.29%          | 68.28%           | 64.77% | 69.86%       |
| Dissatisfied                                      | 10.38% | 11.09%   | 17.35% | 20.83% | 11.32%   | 18.29%          | 16.22%           | 20.25% | 14.18%       |
| Very dissatisfied                                 | 0.36%  | 1.17%    | 1.95%  | 1.72%  | 0.82%    | 0.86%           | 1.69%            | 1.90%  | 0.71%        |
| Top-2   | 89.25% | 87.74%   | 80.70% | 77.45% | 87.86%   | 80.86%          | 82.08%           | 77.85% | 85.11%       |
| Bot-2   | 10.74% | 12.26%   | 19.30% | 22.55% | 12.14%   | 19.15%          | 17.91%           | 22.15% | 14.89%       |
|   |        |          |        |        |          |                 |                  |        |              |
|   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Satisfaction with time taken to resolve complaint |        |          |        |        | 2008-09  |                 |                  |        |              |
| Very satisfied                                    | 26.82% | 27.57%   | 23.62% | NA     | 22.75%   | NA              | 23.45%           | NA     | 21.82%       |
| Satisfied   | 64.14% | 60.10%   | 59.48% | NA     | 66.95%   | NA              | 65.86%           | NA     | 73.29%       |
| Dissatisfied                                      | 6.56%  | 10.10%   | 14.31% | NA     | 9.01%    | NA              | 8.10%            | NA     | 4.72%        |
| Very dissatisfied                                 | 2.48%  | 2.23%    | 2.59%  | NA     | 1.29%    | NA              | 2.59%            | NA     | 0.16%        |
| Top-2   | 90.96% | 87.67%   | 83.10% | NA     | 89.70%   | NA              | 89.31%           | NA     | 95.11%       |
| Bot-2   | 9.04%  | 12.33%   | 16.90% | NA     | 10.30%   | NA              | 10.69%           | NA     | 4.88%        |



|   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|---|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Satisfaction with availability of signals           |        |          |        |        | 2009-10  |                 |                  |        |              |
| Very satisfied                                      | 24.83% | 20.86%   | 19.87% | 20.52% | 24.15%   | 24.96%          | 20.55%           | 18.25% | 26.07%       |
| Satisfied   | 67.39% | 70.62%   | 67.15% | 59.14% | 63.05%   | 63.44%          | 72.84%           | 61.87% | 63.48%       |
| Dissatisfied  | 6.73%  | 7.88%    | 11.46% | 19.18% | 11.09%   | 10.65%          | 5.87%            | 17.10% | 9.68%        |
| Very dissatisfied                                   | 1.05%  | 0.64%    | 1.52%  | 1.16%  | 1.71%    | 0.96%           | 0.73%            | 2.78%  | 0.77%        |
| Top-2   | 92.22% | 91.48%   | 87.02% | 79.66% | 87.20%   | 88.40%          | 93.39%           | 80.12% | 89.55%       |
| Bot-2   | 7.78%  | 8.52%    | 12.98% | 20.34% | 12.80%   | 11.61%          | 6.60%            | 19.88% | 10.45%       |
|   |        |          |        |        |          |                 |                  |        |              |
|   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Satisfaction with availability of signals           |        |          |        |        | 2008-09  |                 |                  |        |              |
| Very satisfied                                      | 36.55% | 25.98%   | 21.36% | NA     | 26.64%   | NA              | 24.89%           | NA     | 19.24%       |
| Satisfied   | 57.47% | 63.65%   | 61.91% | NA     | 66.50%   | NA              | 67.60%           | NA     | 75.90%       |
| Dissatisfied  | 4.90%  | 9.32%    | 13.19% | NA     | 5.17%    | NA              | 6.15%            | NA     | 4.67%        |
| Very dissatisfied                                   | 1.07%  | 1.05%    | 3.54%  | NA     | 1.69%    | NA              | 1.36%            | NA     | 0.19%        |
| Top-2   | 94.02% | 89.63%   | 83.27% | NA     | 93.14%   | NA              | 92.49%           | NA     | 95.14%       |
| Bot-2   | 5.97%  | 10.37%   | 16.73% | NA     | 6.86%    | NA              | 7.51%            | NA     | 4.86%        |
|   |        |          |        |        |          |                 |                  |        |              |
|   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Satisfaction with ability to make and receive calls |        |          |        |        | 2009-10  |                 |                  |        |              |
| Very satisfied                                      | 35.63% | 32.86%   | 28.40% | 29.41% | 34.39%   | 35.08%          | 30.58%           | 30.66% | 30.83%       |
| Satisfied   | 60.33% | 60.62%   | 61.71% | 56.24% | 57.14%   | 55.15%          | 64.46%           | 53.23% | 61.77%       |
| Dissatisfied  | 3.59%  | 6.21%    | 8.77%  | 13.10% | 7.27%    | 8.81%           | 4.32%            | 14.21% | 6.85%        |
| Very dissatisfied                                   | 0.45%  | 0.32%    | 1.13%  | 1.25%  | 1.20%    | 0.96%           | 0.64%            | 1.90%  | 0.55%        |
| Top-2   | 95.96% | 93.48%   | 90.11% | 85.65% | 91.53%   | 90.23%          | 95.04%           | 83.89% | 92.60%       |
| Bot-2   | 4.04%  | 6.53%    | 9.90%  | 14.35% | 8.47%    | 9.77%           | 4.96%            | 16.11% | 7.40%        |
|   |        |          |        |        |          |                 |                  |        |              |
|   | Airtel | Vodafone | Idea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Satisfaction with ability to make and receive calls |        |          |        |        | 2008-09  |                 |                  |        |              |
| Very satisfied                                      | 43.30% | 39.30%   | 29.72% | NA     | 36.18%   | NA              | 33.12%           | NA     | 30.64%       |
| Satisfied   | 50.50% | 51.19%   | 54.82% | NA     | 56.76%   | NA              | 59.37%           | NA     | 62.13%       |
| Dissatisfied  | 4.37%  | 8.37%    | 11.52% | NA     | 5.77%    | NA              | 6.33%            | NA     | 6.95%        |
| Very dissatisfied                                   | 1.84%  | 1.14%    | 3.94%  | NA     | 1.29%    | NA              | 1.18%            | NA     | 0.29%        |
| Top-2   | 93.80% | 90.49%   | 84.54% | NA     | 92.94%   | NA              | 92.49%           | NA     | 92.77%       |
| Bot-2   | 6.21%  | 9.51%    | 15.46% | NA     | 7.06%    | NA              | 7.51%            | NA     | 7.24%        |



|   | Airtel                    | Vodafone                     | ldea                      | Aircel       | BSNL GSM                             | Reliance<br>GSM                   | Reliance<br>CDMA          | DoCoMo             | TATA<br>CDMA              |
|---|---------------------------|------------------------------|---------------------------|--------------|--------------------------------------|-----------------------------------|---------------------------|--------------------|---------------------------|
| Frequency of call drops                         |                           |                              |                           |              | 2009-10                              |                                   |                           |                    |                           |
| Never   | 39.11%                    | 37.12%                       | 35.19%                    | 23.40%       | 34.94%                               | 32.66%                            | 36.94%                    | 25.68%             | 36.91%                    |
| Occasionally                                    | 47.63%                    | 47.28%                       | 47.18%                    | 54.91%       | 48.67%                               | 51.80%                            | 46.67%                    | 51.57%             | 46.52%                    |
| Frequently                                      | 12.66%                    | 15.20%                       | 16.10%                    | 20.61%       | 15.54%                               | 15.01%                            | 15.09%                    | 21.25%             | 16.35%                    |
| Very Frequently                                 | 0.60%                     | 0.40%                        | 1.53%                     | 1.08%        | 0.86%                                | 0.53%                             | 1.30%                     | 1.50%              | 0.22%                     |
| Top-2   | 86.74%                    | 84.40%                       | 82.37%                    | 78.31%       | 83.61%                               | 84.46%                            | 83.61%                    | 77.25%             | 83.43%                    |
| Bot-2   | 13.26%                    | 15.60%                       | 17.63%                    | 21.69%       | 16.40%                               | 15.54%                            | 16.39%                    | 22.75%             | 16.57%                    |
|   |                           |                              |                           |              |                                      |                                   |                           |                    |                           |
|   | Airtel                    | Vodafone                     | ldea                      | Aircel       | BSNL GSM                             | Reliance<br>GSM                   | Reliance<br>CDMA          | DoCoMo             | TATA<br>CDMA              |
| Frequency of call drops                         |                           |                              |                           |              | 2008-09                              |                                   |                           |                    |                           |
| Never   | 48.19%                    | 44.66%                       | 39.33%                    | NA           | 43.18%                               | NA                                | 41.11%                    | NA                 | 42.88%                    |
| Occasionally                                    | 39.41%                    | 45.04%                       | 48.32%                    | NA           | 41.19%                               | NA                                | 48.28%                    | NA                 | 43.08%                    |
| Frequently                                      | 11.01%                    | 7.54%                        | 9.88%                     | NA           | 12.94%                               | NA                                | 9.17%                     | NA                 | 13.18%                    |
| Very Frequently                                 | 1.39%                     | 2.77%                        | 2.47%                     | NA           | 2.69%                                | NA                                | 1.45%                     | NA                 | 0.86%                     |
| Top-2   | 87.60%                    | 89.70%                       | 87.65%                    | NA           | 84.37%                               | NA                                | 89.39%                    | NA                 | 85.96%                    |
| Bot-2   | 12.40%                    | 10.31%                       | 12.35%                    | NA           | 15.63%                               | NA                                | 10.62%                    | NA                 | 14.04%                    |
|   |                           |                              |                           |              |                                      |                                   |                           |                    |                           |
|   | Airtel                    | Vodafone                     | Idea                      | Aircel       | BSNL GSM                             | Reliance<br>GSM                   | Reliance<br>CDMA          | DoCoMo             | TATA<br>CDMA              |
| Satisfaction with voice quality                 |                           |                              |                           |              | 2009-10                              |                                   |                           |                    |                           |
| Very satisfied                                  | 32.40%                    | 25.42%                       | 25.38%                    | 20.84%       | 27.72%                               | 25.39%                            | 24.66%                    | 26.34%             | 27.04%                    |
| Satisfied                                       | 63.23%                    | 67.97%                       | 63.33%                    | 64.40%       | 64.33%                               | 65.24%                            | 67.99%                    | 59.56%             | 64.02%                    |
| Dissatisfied                                    | 4.07%                     | 6.53%                        | 10.17%                    | 13.42%       | 7.53%                                | 8.93%                             | 6.99%                     | 12.53%             | 8.50%                     |
| Very dissatisfied                               | 0.30%                     | 0.08%                        | 1.12%                     | 1.34%        | 0.43%                                | 0.44%                             | 0.37%                     | 1.57%              | 0.44%                     |
| Top-2   | 95.63%                    | 93.39%                       | 88.71%                    | 85.24%       | 92.05%                               | 90.63%                            | 92.65%                    | 85.90%             | 91.06%                    |
| Bot-2   | 4.37%                     | 6.61%                        | 11.29%                    | 14.76%       | 7.96%                                | 9.37%                             | 7.36%                     | 14.10%             | 8.94%                     |
|   |                           | 0.0.70                       | 11.2070                   |              |                                      |                                   |                           |                    |                           |
|   |                           | 0.0170                       | 11.2070                   |              |                                      |                                   |                           |                    |                           |
|   | Airtel                    | Vodafone                     | Idea                      | Aircel       | BSNL GSM                             | Reliance<br>GSM                   | Reliance<br>CDMA          | DoCoMo             | TATA<br>CDMA              |
| Satisfaction with voice quality                 | Airtel                    |                              |                           |              |                                      | Reliance                          | Reliance<br>CDMA          |                    |                           |
| Satisfaction with voice quality  Very satisfied | Airtel 41.09%             |                              |                           |              | BSNL GSM                             | Reliance                          | Reliance<br>CDMA          |                    |                           |
| · · ·   |                           | Vodafone                     | ldea                      | Aircel       | BSNL GSM<br>2008-09                  | Reliance<br>GSM                   | CDMA                      | DoCoMo             | CDMA                      |
| Very satisfied                                  | 41.09%                    | Vodafone                     | Idea 30.94%               | Aircel       | 2008-09<br>36.25%                    | Reliance<br>GSM                   | 32.13%                    | DoCoMo<br>NA       | CDMA<br>26.95%            |
| Very satisfied<br>Satisfied                     | 41.09%<br>51.92%          | Vodafone<br>39.30%<br>51.38% | Idea 30.94% 52.71%        | Aircel NA NA | 2008-09<br>36.25%<br>55.18%          | Reliance<br>GSM<br>NA             | 32.13%<br>59.28%          | DoCoMo<br>NA<br>NA | 26.95%<br>67.24%          |
| Very satisfied Satisfied Dissatisfied           | 41.09%<br>51.92%<br>5.84% | 39.30%<br>51.38%<br>7.23%    | Idea 30.94% 52.71% 13.30% | NA NA NA     | 2008-09<br>36.25%<br>55.18%<br>7.27% | Reliance<br>GSM<br>NA<br>NA<br>NA | 32.13%<br>59.28%<br>7.51% | NA<br>NA<br>NA     | 26.95%<br>67.24%<br>5.43% |



|   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|---|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Frequency of signal problem               |        |          |        |        | 2009-10  |                 |                  |        |              |
| Never                                     | 35.88% | 31.49%   | 27.04% | 19.66% | 30.57%   | 27.98%          | 31.65%           | 21.26% | 30.87%       |
| Occasionally                              | 50.11% | 54.60%   | 56.64% | 56.72% | 51.67%   | 55.79%          | 52.25%           | 53.87% | 54.24%       |
| Frequently                                | 12.43% | 13.27%   | 15.20% | 21.91% | 14.86%   | 15.00%          | 15.18%           | 22.21% | 14.55%       |
| Very Frequently                           | 1.57%  | 0.64%    | 1.12%  | 1.71%  | 2.90%    | 1.23%           | 0.92%            | 2.65%  | 0.33%        |
| Top-2                                     | 85.99% | 86.09%   | 83.68% | 76.38% | 82.24%   | 83.77%          | 83.90%           | 75.13% | 85.11%       |
| Bot-2                                     | 14.00% | 13.91%   | 16.32% | 23.62% | 17.76%   | 16.23%          | 16.10%           | 24.86% | 14.88%       |
|   |        |          |        |        |          |                 |                  |        |              |
|   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Frequency of signal problem               |        |          |        |        | 2008-09  |                 |                  |        |              |
| Never                                     | 48.62% | 38.76%   | 32.91% | NA     | 39.28%   | NA              | 38.71%           | NA     | 31.78%       |
| Occasionally                              | 38.85% | 45.33%   | 46.90% | NA     | 42.87%   | NA              | 48.78%           | NA     | 55.85%       |
| Frequently                                | 9.69%  | 12.48%   | 16.06% | NA     | 15.05%   | NA              | 10.61%           | NA     | 10.56%       |
| Very Frequently                           | 2.85%  | 3.43%    | 4.14%  | NA     | 2.79%    | NA              | 1.90%            | NA     | 1.81%        |
| Top-2                                     | 87.47% | 84.09%   | 79.81% | NA     | 82.15%   | NA              | 87.49%           | NA     | 87.63%       |
| Bot-2                                     | 12.54% | 15.91%   | 20.20% | NA     | 17.84%   | NA              | 12.51%           | NA     | 12.37%       |
|   |        |          |        |        |          |                 |                  |        |              |
|   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Satisfaction with availability of signals |        |          |        |        | 2009-10  |                 |                  |        |              |
| Very satisfied                            | 25.82% | 20.14%   | 17.77% | 22.50% | 21.89%   | 22.62%          | 19.76%           | 20.82% | 21.44%       |
| Satisfied                                 | 68.04% | 69.82%   | 68.45% | 56.53% | 67.21%   | 62.97%          | 71.05%           | 58.78% | 66.74%       |
| Dissatisfied                              | 5.54%  | 9.47%    | 12.09% | 19.33% | 9.37%    | 13.19%          | 8.64%            | 17.55% | 11.05%       |
| Very dissatisfied                         | 0.60%  | 0.56%    | 1.68%  | 1.63%  | 1.53%    | 1.22%           | 0.55%            | 2.86%  | 0.77%        |
| Top-2                                     | 93.86% | 89.96%   | 86.22% | 79.03% | 89.10%   | 85.59%          | 90.81%           | 79.60% | 88.18%       |
| Bot-2                                     | 6.14%  | 10.03%   | 13.77% | 20.96% | 10.90%   | 14.41%          | 9.19%            | 20.41% | 11.82%       |
|   |        |          |        |        |          |                 |                  |        |              |
|   | Airtel | Vodafone | Idea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Satisfaction with availability of signals |        |          |        |        | 2008-09  |                 |                  |        |              |
| Very satisfied                            | 39.22% | 31.59%   | 24.02% | NA     | 29.18%   | NA              | 29.62%           | NA     | 24.48%       |
| Satisfied                                 | 53.26% | 54.52%   | 54.33% | NA     | 59.46%   | NA              | 60.14%           | NA     | 65.52%       |
| Dissatisfied                              | 6.14%  | 11.51%   | 17.13% | NA     | 9.66%    | NA              | 8.61%            | NA     | 9.62%        |
| Very dissatisfied                         | 1.38%  | 2.38%    | 4.53%  | NA     | 1.69%    | NA              | 1.63%            | NA     | 0.38%        |
|   |        |          |        |        |          |                 |                  |        |              |
| Top-2                                     | 92.48% | 86.11%   | 78.35% | NA     | 88.64%   | NA              | 89.76%           | NA     | 90.00%       |



|  | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|--|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Satisfaction with restoration of network problem |        |          |        |        | 2009-10  |                 |                  |        |              |
| Very satisfied                                   | 31.74% | 24.90%   | 20.67% | 24.48% | 27.69%   | 25.70%          | 21.55%           | 24.64% | 26.58%       |
| Satisfied  | 62.65% | 66.88%   | 65.71% | 55.43% | 61.54%   | 61.19%          | 69.61%           | 55.97% | 62.13%       |
| Dissatisfied                                     | 4.49%  | 7.58%    | 11.94% | 18.12% | 9.32%    | 11.80%          | 7.92%            | 17.00% | 10.74%       |
| Very dissatisfied                                | 1.12%  | 0.64%    | 1.68%  | 1.97%  | 1.45%    | 1.31%           | 0.92%            | 2.39%  | 0.55%        |
| Top-2  | 94.39% | 91.78%   | 86.38% | 79.91% | 89.23%   | 86.89%          | 91.16%           | 80.61% | 88.71%       |
| Bot-2  | 5.61%  | 8.22%    | 13.62% | 20.09% | 10.77%   | 13.11%          | 8.84%            | 19.39% | 11.29%       |
|  |        |          |        |        |          |                 |                  |        |              |
|  | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Satisfaction with restoration of network problem |        |          |        |        | 2008-09  |                 |                  |        |              |
| Very satisfied                                   | 40.31% | 33.40%   | 25.22% | NA     | 30.01%   | NA              | 32.07%           | NA     | 26.02%       |
| Satisfied  | 53.15% | 55.15%   | 55.39% | NA     | 60.92%   | NA              | 59.87%           | NA     | 65.20%       |
| Dissatisfied                                     | 5.62%  | 10.02%   | 15.92% | NA     | 7.38%    | NA              | 6.43%            | NA     | 8.29%        |
| Very dissatisfied                                | 0.92%  | 1.43%    | 3.46%  | NA     | 1.69%    | NA              | 1.63%            | NA     | 0.48%        |
| Top-2  | 93.46% | 88.55%   | 80.61% | NA     | 90.93%   | NA              | 91.94%           | NA     | 91.22%       |
| Bot-2  | 6.54%  | 11.45%   | 19.38% | NA     | 9.07%    | NA              | 8.06%            | NA     | 8.77%        |
|  |        |          |        |        |          |                 |                  |        |              |
|  | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Use of Supplementary/Value Added<br>Services     |        |          |        |        | 2009-10  |                 |                  |        |              |
| Yes  | 24.59% | 24.03%   | 23.16% | 20.86% | 24.45%   | 25.89%          | 26.31%           | 19.20% | 21.76%       |
| No   | 75.41% | 75.97%   | 76.84% | 79.14% | 75.55%   | 74.11%          | 73.69%           | 80.80% | 78.24%       |
|  |        |          |        |        |          |                 |                  |        |              |
|  | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Use of Supplementary/Value Added<br>Services     |        |          |        |        | 2008-09  |                 |                  |        |              |
| Yes  | 14.41% | 22.36%   | 13.98% | NA     | 16.00%   | NA              | 14.21%           | NA     | 17.51%       |
| No   | 85.59% | 77.64%   | 86.02% | NA     | 84.00%   | NA              | 85.79%           | NA     | 82.49%       |
|  |        |          |        |        |          |                 |                  |        |              |
|  | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Explicit consent before providing chargeable VAS |        |          |        |        | 2009-10  |                 |                  |        |              |
| Yes  | 70.00% | 55.96%   | 65.86% | 65.81% | 66.90%   | 46.80%          | 54.36%           | 58.30% | 51.52%       |
| No   | 28.48% | 39.74%   | 31.03% | 32.05% | 31.71%   | 52.53%          | 44.25%           | 38.87% | 47.47%       |



|   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|---|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Explicit consent before providing chargeable VAS  |        |          |        |        | 2008-09  |                 |                  |        |              |
| Yes   | 64.71% | 55.56%   | 59.86% | NA     | 55.63%   | NA              | 57.05%           | NA     | 52.17%       |
| No  | 35.29% | 44.44%   | 40.14% | NA     | 44.38%   | NA              | 42.95%           | NA     | 47.83%       |
|   |        |          |        |        |          |                 |                  |        |              |
|   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Satisfaction with quality of VAS                  |        |          |        |        | 2009-10  |                 |                  |        |              |
| Very satisfied                                    | 20.56% | 16.89%   | 24.30% | 8.41%  | 18.37%   | 16.49%          | 14.84%           | 23.19% | 14.36%       |
| Satisfied   | 70.72% | 77.70%   | 64.79% | 76.17% | 73.85%   | 76.29%          | 71.73%           | 68.12% | 75.90%       |
| Dissatisfied                                      | 7.48%  | 5.41%    | 10.21% | 14.02% | 7.42%    | 7.22%           | 11.31%           | 6.52%  | 8.21%        |
| Very dissatisfied                                 | 1.25%  | 0.00%    | 0.70%  | 1.40%  | 0.35%    | 0.00%           | 2.12%            | 2.17%  | 1.54%        |
| Top-2   | 91.28% | 94.59%   | 89.09% | 84.58% | 92.22%   | 92.78%          | 86.57%           | 91.31% | 90.26%       |
| Bot-2   | 8.73%  | 5.41%    | 10.91% | 15.42% | 7.77%    | 7.22%           | 13.43%           | 8.69%  | 9.75%        |
|   |        |          |        |        |          |                 |                  |        |              |
|   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Satisfaction with quality of VAS                  |        |          |        |        | 2008-09  |                 |                  |        |              |
| Very satisfied                                    | 18.48% | 24.78%   | 17.52% | NA     | 24.53%   | NA              | 20.67%           | NA     | 14.45%       |
| Satisfied   | 70.11% | 63.72%   | 67.88% | NA     | 67.92%   | NA              | 70.67%           | NA     | 79.77%       |
| Dissatisfied                                      | 9.24%  | 8.85%    | 13.87% | NA     | 6.29%    | NA              | 7.33%            | NA     | 5.20%        |
| Very dissatisfied                                 | 2.17%  | 2.65%    | 0.73%  | NA     | 1.26%    | NA              | 1.33%            | NA     | 0.58%        |
| Top-2   | 88.59% | 88.50%   | 85.40% | NA     | 92.45%   | NA              | 91.34%           | NA     | 94.22%       |
| Bot-2   | 11.41% | 11.50%   | 14.60% | NA     | 7.55%    | NA              | 8.66%            | NA     | 5.78%        |
|   |        |          |        |        |          |                 |                  |        |              |
|   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Information on telephone number for unsubscribing |        |          |        |        | 2009-10  |                 |                  |        |              |
| Yes   | 34.55% | 32.78%   | 40.34% | 39.74% | 35.89%   | 21.89%          | 30.31%           | 32.51% | 26.77%       |
| No  | 64.24% | 65.56%   | 56.90% | 57.69% | 60.98%   | 77.10%          | 68.29%           | 63.96% | 70.71%       |
|   |        |          |        |        |          |                 |                  |        |              |
|   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Information on telephone number for unsubscribing |        |          |        |        | 2008-09  |                 |                  |        |              |
| Yes   | NA     | NA       | NA     | NA     | NA       | NA              | NA               | NA     | NA           |
| No  | NA     | NA       | NA     | NA     | NA       | NA              | NA               | NA     | NA           |



|   |   |   |   |  |  | Reliance  | Reliance  |   | TATA  |
|---|---|---|---|--|--|---|---|---|---|
|   | Airtel  | Vodafone  | ldea  | Aircel   | BSNL GSM   | GSM   | CDMA  | DoCoMo  | CDMA  |
| Information on charges of VAS   |   |   |   |  | 2009-10  |   |   |   |   |
| Before/ After the activation  | 51.82%  | 46.69%  | 55.86%  | 59.83%   | 54.01%   | 46.80%  | 62.02%  | 49.12%  | 55.56%  |
| No  | 46.97%  | 49.67%  | 40.69%  | 38.03%   | 44.25%   | 52.86%  | 37.28%  | 48.41%  | 43.43%  |
|   |   |   |   |  |  |   |   |   |   |
|   | Airtel  | Vodafone  | ldea  | Aircel   | BSNL GSM   | Reliance  | Reliance  | DoCoMo  | TATA  |
|   |   |   |   |  |  | GSM   | CDMA  |   | CDMA  |
| Information on charges of VAS   |   |   |   |  | 2008-09  |   |   |   |   |
| Before/ After the activation  | NA  | NA  | NA  | NA   | NA   | NA  | NA  | NA  | NA  |
| No  | NA  | NA  | NA  | NA   | NA   | NA  | NA  | NA  | NA  |
|   |   |   |   |  |  |   | - ··  |   |   |
|   | Airtel  | Vodafone  | ldea  | Aircel   | BSNL GSM   | Reliance<br>GSM                                       | Reliance<br>CDMA  | DoCoMo  | TATA<br>CDMA  |
| Information on charges of VAS before renewal  |   |   |   |  | 2009-10  |   |   |   |   |
| Yes   | 56.97%  | 46.69%  | 56.55%  | 62.82%   | 55.40%   | 47.14%  | 46.34%  | 53.00%  | 57.58%  |
| No  | 41.52%  | 48.68%  | 39.31%  | 33.33%   | 41.11%   | 51.18%  | 50.52%  | 42.76%  | 39.39%  |
|   |   |   |   |  |  |   |   |   |   |
|   | Airtel  | Vodafone  | ldea  | Aircel   | BSNL GSM   | Reliance  | Reliance  | DoCoMo  | TATA  |
|   | Alltel  | Vouaione  | luca  | Alloci   | DOILE COM  | GSM   | CDMA  | DOCOMO  | CDMA  |
| Information on charges of VAS before renewal  |   |   |   |  | 2008-09  |   |   |   |   |
| Yes   | NA  | NA  | NA  | NA   | NA   | NA  | NA  | NA  | NA  |
| No  | NA  | NIA   | NA  | NA   | NA   | NA  | NA  | N I A   | NA  |
|   | 14/ (   | NA  | 14/1  |  | INA  | 14/1  | INA   | NA  | INA   |
|   | 14/1  | INA   | 101   | 101  | INA  |   |   | NA .  |   |
|   | Airtel  | Vodafone  | ldea  | Aircel   | BSNL GSM   | Reliance<br>GSM                                       | Reliance<br>CDMA  | DoCoMo  | TATA<br>CDMA  |
| Satisfaction with overall quality of  |   |   |   |  |  | Reliance  | Reliance  |   | TATA  |
| mobile service  | Airtel  | Vodafone  | ldea  | Aircel   | BSNL GSM<br>2009-10  | Reliance<br>GSM                                       | Reliance<br>CDMA  | DoCoMo  | TATA<br>CDMA  |
| mobile service  Very satisfied  | Airtel 27.45%   | Vodafone  | Idea<br>19.27%  | Aircel 21.67%  | 2009-10<br>22.83%  | Reliance<br>GSM                                       | Reliance<br>CDMA  | DoCoMo<br>20.21%                                      | TATA<br>CDMA<br>21.19%  |
| mobile service  Very satisfied  Satisfied   | Airtel 27.45% 67.54%                                  | Vodafone 20.70% 74.54%                                | ldea<br>19.27%<br>73.22%                              | Aircel 21.67% 68.27%                                   | 2009-10 22.83% 71.85%  | Reliance<br>GSM<br>22.59%<br>71.67%                   | Reliance<br>CDMA<br>19.54%<br>75.83%  | DoCoMo<br>20.21%<br>70.90%                            | TATA<br>CDMA<br>21.19%<br>73.40%                                      |
| mobile service  Very satisfied  Satisfied  Dissatisfied   | Airtel 27.45% 67.54% 4.86%                            | 20.70%<br>74.54%<br>4.61%                             | 19.27%<br>73.22%<br>6.86%                             | 21.67%<br>68.27%<br>9.07%                              | 2009-10 22.83% 71.85% 4.89%                                      | 22.59%<br>71.67%<br>5.21%                             | Reliance<br>CDMA<br>19.54%<br>75.83%<br>3.89%                                   | 20.21%<br>70.90%<br>7.45%                             | TATA<br>CDMA<br>21.19%<br>73.40%<br>4.86%                             |
| mobile service  Very satisfied  Satisfied  Dissatisfied  Very dissatisfied  | 27.45%<br>67.54%<br>4.86%<br>0.15%                    | 20.70%<br>74.54%<br>4.61%<br>0.16%                    | 19.27%<br>73.22%<br>6.86%<br>0.65%                    | 21.67%<br>68.27%<br>9.07%<br>1.00%                     | 2009-10<br>22.83%<br>71.85%<br>4.89%<br>0.43%                    | 22.59%<br>71.67%<br>5.21%<br>0.53%                    | Reliance<br>CDMA<br>19.54%<br>75.83%<br>3.89%<br>0.74%                          | 20.21%<br>70.90%<br>7.45%<br>1.45%                    | TATA<br>CDMA<br>21.19%<br>73.40%<br>4.86%<br>0.55%                    |
| mobile service  Very satisfied  Satisfied  Dissatisfied  Very dissatisfied  Top-2   | 27.45%<br>67.54%<br>4.86%<br>0.15%<br>94.99%          | 20.70%<br>74.54%<br>4.61%<br>0.16%<br>95.24%          | 19.27%<br>73.22%<br>6.86%<br>0.65%<br>92.49%          | 21.67%<br>68.27%<br>9.07%<br>1.00%<br>89.94%           | 2009-10<br>22.83%<br>71.85%<br>4.89%<br>0.43%<br>94.68%          | 22.59%<br>71.67%<br>5.21%<br>0.53%<br>94.26%          | Reliance<br>CDMA<br>19.54%<br>75.83%<br>3.89%<br>0.74%<br>95.37%                | 20.21%<br>70.90%<br>7.45%<br>91.11%                   | TATA<br>CDMA<br>21.19%<br>73.40%<br>4.86%<br>0.55%<br>94.59%          |
| mobile service  Very satisfied  Satisfied  Dissatisfied  Very dissatisfied  | 27.45%<br>67.54%<br>4.86%<br>0.15%                    | 20.70%<br>74.54%<br>4.61%<br>0.16%                    | 19.27%<br>73.22%<br>6.86%<br>0.65%                    | 21.67%<br>68.27%<br>9.07%<br>1.00%                     | 2009-10<br>22.83%<br>71.85%<br>4.89%<br>0.43%                    | 22.59%<br>71.67%<br>5.21%<br>0.53%                    | Reliance<br>CDMA<br>19.54%<br>75.83%<br>3.89%<br>0.74%                          | 20.21%<br>70.90%<br>7.45%<br>1.45%                    | TATA<br>CDMA<br>21.19%<br>73.40%<br>4.86%<br>0.55%                    |
| mobile service  Very satisfied  Satisfied  Dissatisfied  Very dissatisfied  Top-2   | 27.45%<br>67.54%<br>4.86%<br>0.15%<br>94.99%<br>5.01% | 20.70%<br>74.54%<br>4.61%<br>0.16%<br>95.24%<br>4.77% | 19.27%<br>73.22%<br>6.86%<br>0.65%<br>92.49%<br>7.51% | 21.67%<br>68.27%<br>9.07%<br>1.00%<br>89.94%<br>10.07% | 2009-10 22.83% 71.85% 4.89% 0.43% 94.68% 5.32%                   | 22.59% 71.67% 5.21% 0.53% 94.26% 5.74% Reliance       | Reliance<br>CDMA<br>19.54%<br>75.83%<br>3.89%<br>0.74%<br>95.37%<br>4.63%       | 20.21%<br>70.90%<br>7.45%<br>1.45%<br>91.11%<br>8.90% | TATA<br>CDMA<br>21.19%<br>73.40%<br>4.86%<br>0.55%<br>94.59%<br>5.41% |
| mobile service  Very satisfied  Satisfied  Dissatisfied  Very dissatisfied  Top-2  Bot-2  | 27.45%<br>67.54%<br>4.86%<br>0.15%<br>94.99%          | 20.70%<br>74.54%<br>4.61%<br>0.16%<br>95.24%          | 19.27%<br>73.22%<br>6.86%<br>0.65%<br>92.49%          | 21.67%<br>68.27%<br>9.07%<br>1.00%<br>89.94%           | 2009-10<br>22.83%<br>71.85%<br>4.89%<br>0.43%<br>94.68%          | 22.59%<br>71.67%<br>5.21%<br>0.53%<br>94.26%<br>5.74% | Reliance<br>CDMA<br>19.54%<br>75.83%<br>3.89%<br>0.74%<br>95.37%<br>4.63%       | 20.21%<br>70.90%<br>7.45%<br>91.11%                   | TATA<br>CDMA<br>21.19%<br>73.40%<br>4.86%<br>0.55%<br>94.59%<br>5.41% |
| mobile service  Very satisfied  Satisfied  Dissatisfied  Very dissatisfied  Top-2   | 27.45%<br>67.54%<br>4.86%<br>0.15%<br>94.99%<br>5.01% | 20.70%<br>74.54%<br>4.61%<br>0.16%<br>95.24%<br>4.77% | 19.27%<br>73.22%<br>6.86%<br>0.65%<br>92.49%<br>7.51% | 21.67%<br>68.27%<br>9.07%<br>1.00%<br>89.94%<br>10.07% | 2009-10 22.83% 71.85% 4.89% 0.43% 94.68% 5.32%                   | 22.59% 71.67% 5.21% 0.53% 94.26% 5.74% Reliance       | Reliance<br>CDMA<br>19.54%<br>75.83%<br>3.89%<br>0.74%<br>95.37%<br>4.63%       | 20.21%<br>70.90%<br>7.45%<br>1.45%<br>91.11%<br>8.90% | TATA<br>CDMA<br>21.19%<br>73.40%<br>4.86%<br>0.55%<br>94.59%<br>5.41% |
| wobile service  Very satisfied  Satisfied  Dissatisfied  Very dissatisfied  Top-2  Bot-2  | 27.45%<br>67.54%<br>4.86%<br>0.15%<br>94.99%<br>5.01% | 20.70%<br>74.54%<br>4.61%<br>0.16%<br>95.24%<br>4.77% | 19.27%<br>73.22%<br>6.86%<br>0.65%<br>92.49%<br>7.51% | 21.67%<br>68.27%<br>9.07%<br>1.00%<br>89.94%<br>10.07% | 2009-10 22.83% 71.85% 4.89% 0.43% 94.68% 5.32%  BSNL GSM         | 22.59% 71.67% 5.21% 0.53% 94.26% 5.74% Reliance       | Reliance<br>CDMA<br>19.54%<br>75.83%<br>3.89%<br>0.74%<br>95.37%<br>4.63%       | 20.21%<br>70.90%<br>7.45%<br>1.45%<br>91.11%<br>8.90% | TATA<br>CDMA<br>21.19%<br>73.40%<br>4.86%<br>0.55%<br>94.59%<br>5.41% |
| Mobile service  Very satisfied  Satisfied  Dissatisfied  Very dissatisfied  Top-2  Bot-2  Satisfaction with overall quality of mobile service | 27.45%<br>67.54%<br>4.86%<br>0.15%<br>94.99%<br>5.01% | 20.70%<br>74.54%<br>4.61%<br>0.16%<br>95.24%<br>4.77% | 19.27% 73.22% 6.86% 0.65% 92.49% 7.51%                | 21.67%<br>68.27%<br>9.07%<br>1.00%<br>89.94%<br>10.07% | 2009-10 22.83% 71.85% 4.89% 0.43% 94.68% 5.32%  BSNL GSM 2008-09 | 22.59% 71.67% 5.21% 0.53% 94.26% 5.74%  Reliance GSM  | Reliance<br>CDMA  19.54%  75.83%  3.89%  0.74%  95.37%  4.63%  Reliance<br>CDMA | 20.21%<br>70.90%<br>7.45%<br>91.11%<br>8.90%          | TATA<br>CDMA  21.19%  73.40%  4.86%  0.55%  94.59%  5.41%  TATA CDMA  |



| Dissatisfied   | 5.17%  | 8.00%    | 10.74% | NA     | 4.20%    | NA              | 5.83%            | NA     | 4.20%        |
|--|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Very dissatisfied  | 0.54%  | 1.06%    | 1.49%  | NA     | 1.30%    | NA              | 1.37%            | NA     | 0.57%        |
| Top-2  | 94.29% | 90.93%   | 87.78% | NA     | 94.50%   | NA              | 92.81%           | NA     | 95.22%       |
| Bot-2  | 5.71%  | 9.06%    | 12.23% | NA     | 5.50%    | NA              | 7.20%            | NA     | 4.77%        |
|  |        |          | ,      |        |          |                 | 7.2070           |        |              |
| Informed about tariff plan in writing on<br>activation of service or within a week | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| 2009-10  | 27.05% | 26.97%   | 28.91% | 30.30% | 30.92%   | 29.56%          | 27.50%           | 27.41% | 26.26%       |
| 2008-09  | 36.96% | 44.53%   | 47.44% | NA     | 41.79%   | NA              | 45.20%           | NA     | 38.15%       |
|  |        |          |        |        |          |                 |                  |        |              |
| Awareness about processing fee for talk time top-up                                | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| 2009-10  | 9.02%  | 11.46%   | 10.54% | 9.71%  | 10.90%   | 9.59%           | 10.36%           | 10.45% | 5.82%        |
| 2008-09  | NA     | NA       | NA     | NA     | NA       | NA              | NA               | NA     | NA           |
|  |        |          |        |        |          |                 |                  |        |              |
| Awareness about abolishment of rent for national roaming                           | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| 2009-10  | 16.17% | 17.42%   | 16.29% | 17.38% | 18.40%   | 14.65%          | 12.74%           | 16.28% | 9.78%        |
| 2008-09  | NA     | NA       | NA     | NA     | NA       | NA              | NA               | NA     | NA           |
|  |        |          |        |        |          |                 |                  |        |              |
| Awareness about call centre telephone number                                       | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Yes  | 56.71% | 59.11%   | 57.11% | 58.47% | 55.79%   | 56.15%          | 53.71%           | 53.80% | 52.42%       |
| No   | 43.29% | 40.89%   | 42.89% | 41.53% | 44.21%   | 43.85%          | 46.29%           | 46.20% | 47.58%       |
|  |        |          |        |        |          |                 |                  |        |              |
| Made any complaint to the customer care in last 12 months                          | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Yes  | 15.42% | 13.76%   | 14.30% | 12.12% | 14.74%   | 10.03%          | 15.12%           | 11.67% | 13.19%       |
| No   | 84.58% | 86.24%   | 85.70% | 87.88% | 85.26%   | 89.97%          | 84.88%           | 88.33% | 86.81%       |
|  |        |          |        |        |          |                 |                  |        |              |
| If complaint made  | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Docket number received for most of<br>the complaints                               | 34.22% | 33.12%   | 26.09% | 24.43% | 34.62%   | 36.45%          | 36.77%           | 40.49% | 20.35%       |
| No docket number received for most of the complaints                               | 27.27% | 19.11%   | 31.68% | 38.93% | 23.72%   | 23.36%          | 21.94%           | 15.95% | 53.98%       |
| It was received on request   | 35.83% | 43.31%   | 40.37% | 36.64% | 37.82%   | 40.19%          | 38.06%           | 41.72% | 24.78%       |
| No docket number received even on  |        |          |        |        |          |                 |                  |        |              |



| Informed by call centre about the action taken on the complaint     | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
|---|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Yes   | 88.41% | 85.55%   | 82.12% | 86.76% | 82.66%   | 84.35%          | 86.06%           | 79.65% | 70.83%       |
| No  | 6.28%  | 9.25%    | 11.73% | 11.03% | 10.98%   | 10.43%          | 9.70%            | 15.12% | 25.00%       |
|   |        |          |        |        |          |                 |                  |        |              |
|   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Satisfaction with the system of complaint resolution by call centre |        |          |        |        | 2009-10  |                 |                  |        |              |
| Very satisfied  | 14.72% | 7.98%    | 9.41%  | 27.13% | 12.27%   | 10.28%          | 15.48%           | 18.01% | 33.63%       |
| Satisfied   | 71.07% | 76.69%   | 74.12% | 62.02% | 77.91%   | 82.24%          | 73.55%           | 60.87% | 55.75%       |
| Dissatisfied  | 11.17% | 14.11%   | 13.53% | 10.85% | 8.59%    | 6.54%           | 8.39%            | 18.63% | 9.73%        |
| Very dissatisfied   | 3.05%  | 1.23%    | 2.94%  | 0.00%  | 1.23%    | 0.93%           | 2.58%            | 2.48%  | 0.88%        |
| Top-2   | 85.79% | 84.67%   | 83.53% | 89.15% | 90.18%   | 92.52%          | 89.03%           | 78.88% | 89.38%       |
| Bot-2   | 14.22% | 15.34%   | 16.47% | 10.85% | 9.82%    | 7.47%           | 10.97%           | 21.11% | 10.61%       |
|   |        |          |        |        |          |                 |                  |        |              |
|   | Airtel | Vodafone | Idea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Satisfaction with the system of complaint resolution by call centre |        |          |        |        | 2008-09  |                 |                  |        |              |
| Very satisfied  | 14.66% | 10.17%   | 4.26%  | NA     | 14.46%   | NA              | 5.43%            | NA     | 5.47%        |
| Satisfied   | 68.97% | 71.19%   | 74.47% | NA     | 68.67%   | NA              | 75.00%           | NA     | 80.47%       |
| Dissatisfied  | 15.52% | 18.64%   | 19.15% | NA     | 12.05%   | NA              | 15.22%           | NA     | 13.28%       |
| Very dissatisfied   | 0.86%  | 0.00%    | 2.13%  | NA     | 4.82%    | NA              | 4.35%            | NA     | 0.78%        |
| Top-2   | 83.63% | 81.36%   | 78.73% | NA     | 83.13%   | NA              | 80.43%           | NA     | 85.94%       |
| Bot-2   | 16.38% | 18.64%   | 21.28% | NA     | 16.87%   | NA              | 19.57%           | NA     | 14.06%       |
|   |        |          |        |        |          |                 |                  |        |              |
|   | Airtel | Vodafone | Idea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Reason for dissatisfaction - Call centre                            |        |          |        |        | 2009-10  |                 |                  |        |              |
| Difficult to connect to the call center executive                   | 0.00%  | 0.00%    | 0.00%  | 0.00%  | 0.00%    | 0.00%           | 0.00%            | 0.00%  | 0.00%        |
| Customer care executive not polite/courteous                        | 10.71% | 12.00%   | 0.00%  | 0.00%  | 6.25%    | 0.00%           | 11.76%           | 8.82%  | 0.00%        |
| Customer care executive not equipped with adequate information      | 21.43% | 16.00%   | 28.57% | 28.57% | 18.75%   | 25.00%          | 35.29%           | 29.41% | 25.00%       |
| Time taken by call centre for redressal<br>is too long              | 17.86% | 24.00%   | 42.86% | 28.57% | 31.25%   | 37.50%          | 29.41%           | 26.47% | 33.33%       |
| Customer care executive was unable to understand the problem        | 3.57%  | 12.00%   | 10.71% | 0.00%  | 0.00%    | 0.00%           | 0.00%            | 5.88%  | 16.67%       |
| Others  | 3.57%  | 0.00%    | 0.00%  | 0.00%  | 0.00%    | 0.00%           | 0.00%            | 0.00%  | 0.00%        |



|  | Airtel | Vodafone | Idea   | Aircel  | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo      | TATA<br>CDMA |
|--|--------|----------|--------|---------|----------|-----------------|------------------|-------------|--------------|
| Billing/charging complaint resolved satisfactorily by call center within 4 weeks after lodging of the complaint                  |        |          |        |         |          |                 |                  |             |              |
| 2009-10  | 74.38% | 65.18%   | 49.15% | 72.92%  | 69.44%   | 70.49%          | 65.22%           | 56.73%      | 58.70%       |
| 2008-09  | 21.37% | 25.42%   | 21.83% | NA      | 36.14%   | NA              | #REF!            | NA          | 21.05%       |
|  |        |          |        |         |          |                 |                  |             |              |
| Awareness about contact details of<br>Nodal officer  | Airtel | Vodafone | Idea   | Aircel  | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo      | TATA<br>CDMA |
| Yes  | 5.44%  | 5.73%    | 5.67%  | 7.75%   | 6.22%    | 7.76%           | 5.41%            | 4.21%       | 3.19%        |
| No   | 94.56% | 94.27%   | 94.33% | 92.25%  | 93.78%   | 92.24%          | 94.59%           | 95.79%      | 96.81%       |
| Made any complaint to the Nodal<br>officer regarding complaints not<br>resolved/ unsatisfactorily resolved by<br>the call centre | Airtel | Vodafone | ldea   | Aircel  | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo      | TATA<br>CDMA |
| Yes  | 1.86%  | 1.51%    | 2.00%  | 3.57%   | 1.53%    | 3.84%           | 1.74%            | 0.68%       | 1.76%        |
| No   | 98.14% | 98.49%   | 98.00% | 96.43%  | 98.47%   | 96.16%          | 98.26%           | 99.32%      | 98.24%       |
| Intimated by the nodal officer about the decision taken on the complaint   | Airtel | Vodafone | ldea   | Aircel  | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo      | TATA<br>CDMA |
| Yes  | 76.00% | 73.68%   | 80.00% | 100.00% | 72.22%   | 95.45%          | 73.68%           | 30.00%      | 93.75%       |
| No   | 24.00% | 26.32%   | 20.00% | 0.00%   | 27.78%   | 4.55%           | 26.32%           | 70.00%      | 0.00%        |
|  |        |          |        | 0.007.0 |          |                 |                  | 7 2 7 2 7 2 | 0.0070       |
| Satisfaction with the redressal of the complaint by the nodal officer  | Airtel | Vodafone | ldea   | Aircel  | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo      | TATA<br>CDMA |
| Very satisfied   | 32.00% | 21.05%   | 16.00% | 25.00%  | 27.78%   | 9.09%           | 26.32%           | 10.00%      | 33.33%       |
| Satisfied  | 56.00% | 57.89%   | 72.00% | 7.50%   | 61.11%   | 9.09%           | 63.16%           | 40.00%      | 60.00%       |
| Dissatisfied   | 12.00% | 10.53%   | 8.00%  | 0.00%   | 11.11%   | 4.55%           | 10.53%           | 30.00%      | 0.00%        |
| Very dissatisfied  | 0.00%  | 10.53%   | 4.00%  | 67.50%  | 0.00%    | 77.27%          | 0.00%            | 20.00%      | 6.67%        |
| Top-2  | 88.00% | 78.94%   | 88.00% | 32.50%  | 88.89%   | 18.18%          | 89.48%           | 50.00%      | 93.33%       |
| Bot-2  | 12.00% | 21.06%   | 12.00% | 67.50%  | 11.11%   | 81.82%          | 10.53%           | 50.00%      | 6.67%        |
|  |        |          |        |         |          |                 |                  |             |              |
| Reason for dissatisfaction - Nodal officer   | Airtel | Vodafone | Idea   | Aircel  | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo      | TATA<br>CDMA |
| Difficult to connect to the Nodal<br>Officer   | 0.00%  | 0.00%    | 0.00%  | 0.00%   | 0.00%    | 0.00%           | 0.00%            | 0.00%       | 0.00%        |
| Nodal Officer not polite/courteous   | 0.00%  | 25.00%   | 0.00%  | 0.00%   | 0.00%    | 2.78%           | 0.00%            | 0.00%       | 0.00%        |
| Nodal Officer not equipped with adequate information   | 33.33% | 0.00%    | 0.00%  | 0.00%   | 50.00%   | 0.00%           | 0.00%            | 20.00%      | 100.00%      |
| Time taken by Nodal Officer for<br>redressal is too long   | 33.33% | 50.00%   | 66.67% | 22.22%  | 50.00%   | 97.22%          | 50.00%           | 60.00%      | 0.00%        |
| Nodal Officer was unable to<br>understand the problem  | 0.00%  | 25.00%   | 33.33% | 0.00%   | 50.00%   | 0.00%           | 0.00%            | 0.00%       | 0.00%        |



| Others   | 0.00%  | 0.00%    | 0.00%  | 0.00%  | 0.00%    | 0.00%           | 0.00%            | 0.00%  | 0.00%        |
|--|--------|----------|--------|--------|----------|-----------------|------------------|--------|--------------|
| Awareness about the contact details of the appellate authority                     | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Yes  | 4.92%  | 4.14%    | 5.27%  | 7.13%  | 5.62%    | 6.63%           | 4.49%            | 4.41%  | 4.84%        |
| No   | 95.08% | 95.86%   | 94.73% | 92.87% | 94.38%   | 93.37%          | 95.51%           | 95.59% | 95.16%       |
|  |        |          |        |        |          |                 |                  |        |              |
| Filed any appeal in last 12 months   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Yes  | 0.82%  | 1.27%    | 1.68%  | 3.12%  | 0.77%    | 3.40%           | 0.73%            | 1.02%  | 0.88%        |
| No   | 99.18% | 98.73%   | 98.32% | 96.88% | 99.23%   | 96.60%          | 99.27%           | 98.98% | 99.12%       |
|  |        |          |        |        |          |                 |                  |        |              |
| Received any acknowledgement for the complaint filed                               | Airtel | Vodafone | Idea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Yes  | 54.55% | 81.25%   | 66.67% | 94.29% | 77.78%   | 92.31%          | 100.00%          | 53.33% | 87.50%       |
| No   | 45.45% | 18.75%   | 33.33% | 5.71%  | 22.22%   | 7.69%           | 0.00%            | 46.67% | 12.50%       |
| A de et  |        |          |        |        |          |                 |                  |        |              |
| Any decision taken by the appellate authority within 3 months of filing the appeal | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Yes  | 36.36% | 18.75%   | 33.33% | 82.86% | 22.22%   | 92.31%          | 37.50%           | 33.33% | 62.50%       |
| No   | 54.55% | 56.25%   | 61.90% | 17.14% | 55.56%   | 5.13%           | 37.50%           | 60.00% | 37.50%       |
| Appeal filed recently  | 0.00%  | 6.25%    | 0.00%  | 0.00%  | 22.22%   | 0.00%           | 0.00%            | 6.67%  | 0.00%        |
|  |        |          |        |        |          |                 |                  |        |              |
| Awareness about item-wise usage charge details for prepaid users                   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Yes  | 35.35% | 35.86%   | 37.94% | 42.27% | 38.41%   | 36.76%          | 32.11%           | 32.40% | 36.91%       |
| No   | 64.65% | 64.14%   | 62.06% | 57.73% | 61.59%   | 63.24%          | 67.89%           | 67.60% | 63.09%       |
| Ever denied of request for item-wise usage charge details for prepaid              | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| connection<br>Yes  | 8.03%  | 7.89%    | 8.41%  | 7.37%  | 9.16%    | 6.38%           | 6.78%            | 8.44%  | 7.94%        |
| No   | 91.97% | 92.11%   | 91.59% | 92.63% | 90.84%   | 93.62%          | 93.22%           | 91.56% | 92.06%       |
|  |        |          |        |        |          |                 |                  |        |              |
| Reasons for denial   | Airtel | Vodafone | ldea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| No reason provided   | 13.33% | 17.71%   | 8.65%  | 15.85% | 8.65%    | 8.33%           | 13.89%           | 13.01% | 5.63%        |
| technical problem  | 59.05% | 56.25%   | 54.81% | 57.32% | 43.27%   | 56.94%          | 55.56%           | 54.47% | 42.25%       |
| others   | 18.10% | 18.75%   | 25.00% | 26.83% | 37.50%   | 27.78%          | 25.00%           | 24.39% | 50.70%       |
|  |        |          |        |        |          |                 |                  |        |              |
| Manual of practice provided while<br>subscribing for new mobile<br>connection      | Airtel | Vodafone | Idea   | Aircel | BSNL GSM | Reliance<br>GSM | Reliance<br>CDMA | DoCoMo | TATA<br>CDMA |
| Yes  | 69.17% | 73.66%   | 78.18% | 82.11% | 79.50%   | 86.63%          | 77.83%           | 79.55% | 75.12%       |
| No   | 28.64% | 23.78%   | 20.55% | 14.61% | 18.41%   | 11.91%          | 21.23%           | 17.07% | 22.39%       |



## 7.3 Broadband Services

|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
|---|--------|--------|----------|--------|--------|----------------|---------|-------------|
| Last applied for a broadband connection     |        |        |          | 200    | 9-10   |                |         |             |
| Less than 6 months                          | 13.42% | 20.25% | 44.78%   | 13.28% | 15.17% | 14.14%         | 8.13%   | 36.46%      |
| 6 - 12 months                               | 24.66% | 26.58% | 33.91%   | 26.89% | 17.50% | 13.23%         | 13.70%  | 21.72%      |
| more than 12 months                         | 61.92% | 53.17% | 21.30%   | 59.84% | 67.33% | 72.63%         | 78.17%  | 41.82%      |
|   |        |        |          |        |        |                |         |             |
|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Last applied for a broadband connection     |        |        |          | 200    | 8-09   |                |         |             |
| Less than 6 months                          | NA     | NA     | NA       | NA     | NA     | NA             | NA      | NA          |
| 6 - 12 months                               | NA     | NA     | NA       | NA     | NA     | NA             | NA      | NA          |
| more than 12 months                         | NA     | NA     | NA       | NA     | NA     | NA             | NA      | NA          |
|   |        |        |          |        |        |                |         |             |
|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Time taken to provide a working connection  |        |        |          | 200    | 9-10   |                |         |             |
| Within 15 days                              | 79.34% | 74.43% | 52.25%   | 66.12% | 73.00% | 76.74%         | 80.00%  | 94.86%      |
| More than 15 days                           | 20.66% | 25.57% | 47.75%   | 33.88% | 27.00% | 23.26%         | 20.00%  | 5.14%       |
|   |        |        |          |        |        |                |         |             |
|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Time taken to provide a working connection  |        |        |          | 200    | 8-09   |                |         |             |
| Within 15 days                              | 78.30% | 77.98% | 83.79%   | 87.24% | 88.15% | 94.74%         | 91.05%  | 0.00%       |
| More than 15 days                           | 21.70% | 22.02% | 16.21%   | 12.76% | 11.85% | 5.26%          | 8.95%   | 0.00%       |
|   |        |        |          |        |        |                |         |             |
|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with time taken for activation |        |        |          | 200    | 9-10   |                |         |             |
| Very satisfied                              | 16.50% | 9.21%  | 2.83%    | 11.20% | 0.76%  | 10.53%         | 3.20%   | 2.78%       |
| Satisfied                                   | 76.05% | 83.37% | 89.58%   | 80.50% | 94.68% | 81.87%         | 82.80%  | 94.44%      |
| Dissatisfied                                | 2.59%  | 2.47%  | 4.76%    | 3.32%  | 2.66%  | 4.09%          | 10.80%  | 0.93%       |
| Very dissatisfied                           | 4.85%  | 4.94%  | 2.83%    | 4.98%  | 1.90%  | 3.51%          | 3.20%   | 1.85%       |
| Top-2                                       | 92.55% | 92.58% | 92.41%   | 91.70% | 95.44% | 92.40%         | 86.00%  | 97.22%      |
| Bot-2                                       | 7.44%  | 7.41%  | 7.59%    | 8.30%  | 4.56%  | 7.60%          | 14.00%  | 2.78%       |
|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with time taken for activation |        |        |          | 200    | 8-09   |                |         |             |
| Very satisfied                              | 27.44% | 52.36% | 12.35%   | 20.73% | 41.90% | 32.67%         | 39.49%  | NA          |
| Satisfied                                   | 70.83% | 45.50% | 80.82%   | 73.55% | 56.18% | 66.08%         | 56.27%  | NA          |
| Dissatisfied                                | 1.49%  | 1.71%  | 6.39%    | 4.88%  | 1.31%  | 0.75%          | 3.20%   | NA          |
| Very dissatisfied                           | 0.24%  | 0.43%  | 0.44%    | 0.84%  | 0.61%  | 0.50%          | 1.04%   | NA          |



| Top-2  | 98.27% | 97.86% | 93.17%   | 94.28% | 98.08% | 98.75%         | 95.76%  | NA          |
|--|--------|--------|----------|--------|--------|----------------|---------|-------------|
| Bot-2  | 1.73%  | 2.14%  | 6.83%    | 5.72%  | 1.92%  | 1.25%          | 4.24%   | NA          |
|  |        |        |          |        |        | 11270          | ,,      |             |
|  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with timely delivery of bills -<br>Postpaid |        |        |          | 200    | 9-10   |                |         |             |
| Very satisfied   | 17.69% | 23.15% | 5.08%    | 19.46% | 13.81% | 6.12%          | 10.27%  | 14.04%      |
| Satisfied  | 79.65% | 74.42% | 86.72%   | 76.94% | 85.64% | 87.76%         | 77.84%  | 75.44%      |
| Dissatisfied   | 2.43%  | 2.43%  | 6.70%    | 3.06%  | 0.00%  | 5.10%          | 8.11%   | 9.65%       |
| Very dissatisfied  | 0.23%  | 0.00%  | 1.50%    | 0.54%  | 0.55%  | 1.02%          | 3.78%   | 0.88%       |
| Top-2  | 97.34% | 97.57% | 91.80%   | 96.40% | 99.45% | 93.88%         | 88.11%  | 89.48%      |
| Bot-2  | 2.66%  | 2.43%  | 8.20%    | 3.60%  | 0.55%  | 6.12%          | 11.89%  | 10.53%      |
|  |        |        |          |        |        |                |         |             |
|  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with timely delivery of bills -<br>Postpaid |        |        |          | 200    | 8-09   |                |         |             |
| Very satisfied   | 33.60% | 45.85% | 13.08%   | 19.95% | 65.03% | 25.87%         | 47.39%  | NA          |
| Satisfied  | 64.52% | 52.57% | 72.31%   | 72.79% | 32.94% | 69.15%         | 45.64%  | NA          |
| Dissatisfied   | 1.79%  | 1.31%  | 12.69%   | 6.74%  | 1.87%  | 4.64%          | 6.39%   | NA          |
| Very dissatisfied  | 0.09%  | 0.28%  | 1.92%    | 0.53%  | 0.17%  | 0.33%          | 0.58%   | NA          |
| Top-2  | 98.12% | 98.42% | 85.39%   | 92.74% | 97.97% | 95.02%         | 93.03%  | NA          |
| Bot-2  | 1.88%  | 1.59%  | 14.61%   | 7.27%  | 2.04%  | 4.97%          | 6.97%   | NA          |
|  |        |        |          |        |        |                |         |             |
|  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with accuracy of bills - Postpaid           |        | •      |          | 200    | 9-10   |                |         |             |
| Very satisfied   | 41.20% | 29.70% | 10.90%   | 34.70% | 27.22% | 60.57%         | 28.34%  | 28.70%      |
| Satisfied  | 55.79% | 66.89% | 81.09%   | 62.25% | 71.11% | 30.93%         | 55.61%  | 62.61%      |
| Dissatisfied   | 2.89%  | 3.08%  | 6.38%    | 2.86%  | 1.67%  | 6.96%          | 12.30%  | 6.96%       |
| Very dissatisfied  | 0.12%  | 0.33%  | 1.62%    | 0.18%  | 0.00%  | 1.55%          | 3.74%   | 1.74%       |
| Top-2  | 96.99% | 96.59% | 91.99%   | 96.95% | 98.33% | 91.50%         | 83.95%  | 91.31%      |
| Bot-2  | 3.01%  | 3.41%  | 8.00%    | 3.04%  | 1.67%  | 8.51%          | 16.04%  | 8.70%       |
|  |        |        |          |        |        |                |         |             |
|  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with accuracy of bills - Postpaid           |        |        |          | 200    | 8-09   |                |         |             |
| Very satisfied   | 22.35% | 39.52% | 11.91%   | 19.18% | 26.32% | 33.00%         | 38.93%  | NA          |
| Satisfied  | 75.40% | 58.62% | 78.49%   | 74.07% | 70.97% | 62.19%         | 55.36%  | NA          |
| Dissatisfied   | 1.89%  | 1.68%  | 8.83%    | 6.08%  | 2.21%  | 4.48%          | 5.01%   | NA          |
| Very dissatisfied  | 0.36%  | 0.19%  | 0.77%    | 0.66%  | 0.51%  | 0.33%          | 0.70%   | NA          |
| Top-2  | 97.75% | 98.14% | 90.40%   | 93.25% | 97.29% | 95.19%         | 94.29%  | NA          |
| Bot-2  | 2.25%  | 1.87%  | 9.60%    | 6.74%  | 2.72%  | 4.81%          | 5.71%   | NA          |



|  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
|--|--------|--------|----------|--------|--------|----------------|---------|-------------|
| Billing complaint in last 12 months - Postpaid                           |        |        |          | 200    | 9-10   |                |         |             |
| Yes  | 15.44% | 15.29% | 30.66%   | 13.14% | 24.86% | 32.30%         | 39.36%  | 47.83%      |
| No   | 84.56% | 84.71% | 69.34%   | 86.86% | 75.14% | 67.70%         | 60.64%  | 52.17%      |
|  |        |        |          |        |        |                |         |             |
|  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Billing complaint in last 12 months - Postpaid                           |        |        |          | 200    | 8-09   |                |         |             |
| Yes  | 21.94% | 12.59% | 23.53%   | 17.76% | 11.66% | 22.52%         | 17.50%  | NA          |
| No   | 78.06% | 87.41% | 76.47%   | 82.24% | 88.34% | 77.48%         | 82.50%  | NA          |
|  |        |        |          |        |        |                |         |             |
|  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with process of resolution of billing complaints - Postpaid |        |        |          | 200    | 9-10   |                |         |             |
| Very satisfied   | 14.73% | 17.29% | 4.18%    | 16.95% | 18.60% | 9.48%          | 5.48%   | 7.41%       |
| Satisfied  | 69.77% | 69.92% | 58.56%   | 79.66% | 79.07% | 75.86%         | 72.60%  | 77.78%      |
| Dissatisfied   | 13.18% | 11.28% | 31.18%   | 3.39%  | 0.00%  | 12.93%         | 21.92%  | 14.81%      |
| Very dissatisfied  | 2.33%  | 1.50%  | 6.08%    | 0.00%  | 2.33%  | 1.72%          | 0.00%   | 0.00%       |
| Top-2  | 84.50% | 87.21% | 62.74%   | 96.61% | 97.67% | 85.34%         | 78.08%  | 85.19%      |
| Bot-2  | 15.51% | 12.78% | 37.26%   | 3.39%  | 2.33%  | 14.65%         | 21.92%  | 14.81%      |
|  |        |        |          |        |        |                |         |             |
|  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with process of resolution of billing complaints - Postpaid |        |        |          | 200    | 8-09   |                |         |             |
| Very satisfied   | 33.20% | 14.93% | 9.29%    | 1.50%  | 32.35% | 0.00%          | 10.67%  | NA          |
| Satisfied  | 61.41% | 71.64% | 55.74%   | 58.65% | 50.00% | 81.34%         | 50.00%  | NA          |
| Dissatisfied   | 5.39%  | 11.94% | 32.24%   | 36.09% | 16.18% | 17.91%         | 34.00%  | NA          |
| Very dissatisfied  | 0.00%  | 1.49%  | 2.73%    | 3.76%  | 1.47%  | 0.75%          | 5.33%   | NA          |
| Top-2  | 94.61% | 86.57% | 65.03%   | 60.15% | 82.35% | 81.34%         | 60.67%  | NA          |
| Bot-2  | 5.39%  | 13.43% | 34.97%   | 39.85% | 17.65% | 18.66%         | 39.33%  | NA          |
|  |        |        |          |        |        |                |         |             |
|  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with clarity of bills - Postpaid                            |        |        |          | 200    | 9-10   |                |         |             |
| Very satisfied   | 21.97% | 17.02% | 4.60%    | 14.54% | 13.29% | 19.74%         | 11.35%  | 15.79%      |
| Satisfied  | 74.85% | 79.96% | 88.25%   | 83.66% | 85.55% | 76.88%         | 82.16%  | 81.58%      |
| Dissatisfied   | 2.94%  | 2.80%  | 6.00%    | 1.44%  | 0.58%  | 1.56%          | 3.24%   | 1.75%       |
| Very dissatisfied  | 0.24%  | 0.22%  | 1.15%    | 0.36%  | 0.58%  | 1.82%          | 3.24%   | 0.88%       |
| Top-2  | 96.82% | 96.98% | 92.85%   | 98.20% | 98.84% | 96.62%         | 93.51%  | 97.37%      |
| Bot-2  | 3.18%  | 3.02%  | 7.15%    | 1.80%  | 1.16%  | 3.38%          | 6.48%   | 2.63%       |



|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
|---|--------|--------|----------|--------|--------|----------------|---------|-------------|
| Satisfaction with clarity of bills - Postpaid   |        |        |          | 200    | 8-09   | TOTOGOTTI      |         |             |
| Very satisfied                                  | 12.10% | 34.21% | 6.55%    | 18.85% | 43.78% | 37.15%         | 32.24%  | NA          |
| Satisfied                                       | 86.02% | 64.58% | 83.70%   | 73.66% | 52.81% | 59.20%         | 62.62%  | NA          |
| Dissatisfied                                    | 1.88%  | 1.21%  | 8.47%    | 6.82%  | 2.90%  | 3.65%          | 4.56%   | NA          |
| Very dissatisfied                               | 0.00%  | 0.00%  | 1.28%    | 0.67%  | 0.51%  | 0.00%          | 0.58%   | NA          |
| Top-2   | 98.12% | 98.79% | 90.25%   | 92.51% | 96.59% | 96.35%         | 94.86%  | NA          |
| Bot-2   | 1.88%  | 1.21%  | 9.75%    | 7.49%  | 3.41%  | 3.65%          | 5.14%   | NA          |
|   |        |        |          |        |        | · · ·          |         |             |
|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with accuracy of charges - Prepaid |        |        |          | 200    | 9-10   |                |         |             |
| Very satisfied                                  | 25.29% | 21.95% | 16.67%   | 23.26% | 4.23%  | 5.34%          | 4.06%   | 12.89%      |
| Satisfied                                       | 70.11% | 73.17% | 70.00%   | 62.79% | 82.48% | 86.26%         | 67.40%  | 68.36%      |
| Dissatisfied                                    | 4.60%  | 4.88%  | 13.33%   | 4.65%  | 12.08% | 7.63%          | 26.88%  | 17.97%      |
| Very dissatisfied                               | 0.00%  | 0.00%  | 0.00%    | 9.30%  | 1.21%  | 0.76%          | 1.67%   | 0.78%       |
| Top-2   | 95.40% | 95.12% | 86.67%   | 86.05% | 86.71% | 91.60%         | 71.46%  | 81.25%      |
| Bot-2   | 4.60%  | 4.88%  | 13.33%   | 13.95% | 13.29% | 8.39%          | 28.55%  | 18.75%      |
|   |        |        |          |        |        | You            |         |             |
|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | Telecom        | Hathway | Spectra Net |
| Satisfaction with accuracy of charges - Prepaid |        |        |          | 200    | 8-09   |                |         |             |
| Very satisfied                                  | 16.90% | 25.84% | 15.70%   | 9.97%  | 11.21% | 10.77%         | 5.47%   | NA          |
| Satisfied                                       | 80.99% | 70.79% | 81.82%   | 82.06% | 81.01% | 81.54%         | 86.72%  | NA          |
| Dissatisfied                                    | 2.11%  | 3.37%  | 2.48%    | 7.31%  | 7.23%  | 7.18%          | 6.77%   | NA          |
| Very dissatisfied                               | 0.00%  | 0.00%  | 0.00%    | 0.66%  | 0.54%  | 0.51%          | 1.04%   | NA          |
| Top-2   | 97.89% | 96.63% | 97.52%   | 92.03% | 92.22% | 92.31%         | 92.19%  | NA          |
| Bot-2   | 2.11%  | 3.37%  | 2.48%    | 7.97%  | 7.77%  | 7.69%          | 7.81%   | NA          |
|   |        |        |          |        |        | Van            |         |             |
|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Made query/complaint at the customer care       |        |        |          | 200    | 9-10   |                |         |             |
| Yes   | 9.60%  | 16.30% | 47.17%   | 40.16% | 51.34% | 41.80%         | 64.30%  | 50.13%      |
| No  | 90.40% | 83.70% | 52.83%   | 59.84% | 48.66% | 58.20%         | 35.70%  | 49.87%      |
|   |        |        |          |        |        | V              |         |             |
|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Made query/complaint at the customer care       |        |        |          | 200    | 8-09   |                |         |             |
| Yes   | 67.27% | 64.70% | 64.94%   | 53.29% | 61.41% | 68.46%         | 77.06%  | NA          |
| No  | 32.73% | 35.30% | 35.06%   | 46.71% | 38.59% | 31.54%         | 22.94%  | NA          |



|   |        |        |          |        |        | V              |         |             |
|---|--------|--------|----------|--------|--------|----------------|---------|-------------|
|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with ease of accessing customer care |        |        |          | 200    | 9-10   |                |         |             |
| Very satisfied                                    | 21.51% | 8.92%  | 2.76%    | 22.86% | 3.18%  | 6.50%          | 3.60%   | 7.49%       |
| Satisfied   | 74.19% | 82.17% | 79.03%   | 72.65% | 67.50% | 77.62%         | 62.72%  | 66.84%      |
| Dissatisfied                                      | 4.30%  | 8.28%  | 12.67%   | 3.27%  | 24.55% | 14.44%         | 31.03%  | 24.60%      |
| Very dissatisfied                                 | 0.00%  | 0.64%  | 5.53%    | 1.22%  | 4.77%  | 1.44%          | 2.66%   | 1.07%       |
| Top-2   | 95.70% | 91.09% | 81.79%   | 95.51% | 70.68% | 84.12%         | 66.32%  | 74.33%      |
| Bot-2   | 4.30%  | 8.92%  | 18.20%   | 4.49%  | 29.32% | 15.88%         | 33.69%  | 25.67%      |
|   |        |        |          |        |        |                |         |             |
|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with ease of accessing customer care |        |        |          | 200    | 8-09   |                |         |             |
| Very satisfied                                    | 16.53% | 8.62%  | 6.97%    | 13.43% | 4.26%  | 20.77%         | 8.20%   | NA          |
| Satisfied   | 77.84% | 77.85% | 71.60%   | 61.48% | 74.61% | 63.24%         | 65.52%  | NA          |
| Dissatisfied                                      | 5.16%  | 12.60% | 19.39%   | 17.84% | 17.45% | 15.07%         | 23.36%  | NA          |
| Very dissatisfied                                 | 0.47%  | 0.93%  | 2.04%    | 7.24%  | 3.69%  | 0.92%          | 2.91%   | NA          |
| Top-2   | 94.37% | 86.47% | 78.57%   | 74.91% | 78.87% | 84.01%         | 73.72%  | NA          |
| Bot-2   | 5.63%  | 13.53% | 21.43%   | 25.08% | 21.14% | 15.99%         | 26.27%  | NA          |
|   |        |        |          |        |        | V              |         |             |
|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| satisfaction with response time to answer call    |        |        |          | 200    | 9-10   |                |         |             |
| Very satisfied                                    | 31.18% | 20.51% | 4.38%    | 34.84% | 7.27%  | 43.17%         | 15.31%  | 18.18%      |
| Satisfied   | 62.37% | 64.74% | 66.13%   | 59.02% | 58.41% | 37.77%         | 52.60%  | 58.82%      |
| Dissatisfied                                      | 6.45%  | 14.10% | 23.04%   | 4.51%  | 28.86% | 15.83%         | 28.36%  | 20.86%      |
| Very dissatisfied                                 | 0.00%  | 0.64%  | 6.45%    | 1.64%  | 5.45%  | 3.24%          | 3.73%   | 2.14%       |
| Top-2   | 93.55% | 85.25% | 70.51%   | 93.86% | 65.68% | 80.94%         | 67.91%  | 77.00%      |
| Bot-2   | 6.45%  | 14.74% | 29.49%   | 6.15%  | 34.31% | 19.07%         | 32.09%  | 23.00%      |
|   |        |        |          |        |        | V              |         |             |
|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| satisfaction with response time to answer call    |        |        |          | 200    | 8-09   |                |         |             |
| Very satisfied                                    | 23.59% | 17.93% | 14.94%   | 10.41% | 17.87% | 28.99%         | 21.50%  | NA          |
| Satisfied   | 72.42% | 59.89% | 57.56%   | 59.08% | 45.82% | 52.48%         | 54.62%  | NA          |
| Dissatisfied                                      | 3.64%  | 21.25% | 23.94%   | 21.34% | 32.77% | 16.88%         | 19.63%  | NA          |
| Very dissatisfied                                 | 0.35%  | 0.93%  | 3.57%    | 9.17%  | 3.55%  | 1.65%          | 4.26%   | NA          |
| Top-2   | 96.01% | 77.82% | 72.50%   | 69.49% | 63.69% | 81.47%         | 76.12%  | NA          |
| Bot-2   | 3.99%  | 22.18% | 27.51%   | 30.51% | 36.32% | 18.53%         | 23.89%  | NA          |



|   |        |        |          |        |        | You            |         |             |
|---|--------|--------|----------|--------|--------|----------------|---------|-------------|
|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | Telecom        | Hathway | Spectra Net |
| Satisfaction with problem solving ability         |        |        |          | 200    | 9-10   |                |         |             |
| Very satisfied                                    | 24.73% | 22.93% | 4.16%    | 43.67% | 6.61%  | 19.86%         | 12.25%  | 12.83%      |
| Satisfied   | 68.82% | 60.51% | 70.44%   | 52.24% | 61.50% | 65.34%         | 56.32%  | 57.22%      |
| Dissatisfied                                      | 6.45%  | 15.92% | 18.94%   | 3.27%  | 26.88% | 12.27%         | 24.90%  | 27.27%      |
| Very dissatisfied                                 | 0.00%  | 0.64%  | 6.47%    | 0.82%  | 5.01%  | 2.53%          | 6.52%   | 2.67%       |
| Тор-2   | 93.55% | 83.44% | 74.60%   | 95.91% | 68.11% | 85.20%         | 68.57%  | 70.05%      |
| Bot-2   | 6.45%  | 16.56% | 25.41%   | 4.09%  | 31.89% | 14.80%         | 31.42%  | 29.94%      |
|   |        |        |          |        |        | V              |         |             |
|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with problem solving ability         |        |        |          | 200    | 8-09   |                |         |             |
| Very satisfied                                    | 16.07% | 13.00% | 8.50%    | 15.52% | 8.94%  | 17.22%         | 14.85%  | NA          |
| Satisfied   | 79.52% | 75.60% | 66.67%   | 56.26% | 67.52% | 65.75%         | 62.41%  | NA          |
| Dissatisfied                                      | 4.05%  | 11.01% | 22.28%   | 18.52% | 20.00% | 14.84%         | 17.76%  | NA          |
| Very dissatisfied                                 | 0.36%  | 0.40%  | 2.55%    | 9.70%  | 3.55%  | 2.20%          | 4.98%   | NA          |
| Top-2   | 95.59% | 88.60% | 75.17%   | 71.78% | 76.46% | 82.97%         | 77.26%  | NA          |
| Bot-2   | 4.41%  | 11.41% | 24.83%   | 28.22% | 23.55% | 17.04%         | 22.74%  | NA          |
|   |        |        |          |        |        | · ·            |         |             |
|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with time taken to resolve complaint |        |        |          | 200    | 9-10   |                |         |             |
| Very satisfied                                    | 26.88% | 25.48% | 4.38%    | 45.71% | 7.31%  | 42.91%         | 18.42%  | 17.11%      |
| Satisfied   | 68.82% | 58.60% | 69.82%   | 48.98% | 62.10% | 41.82%         | 50.20%  | 53.48%      |
| Dissatisfied                                      | 4.30%  | 14.65% | 19.12%   | 4.49%  | 25.34% | 13.09%         | 25.37%  | 27.81%      |
| Very dissatisfied                                 | 0.00%  | 1.27%  | 6.68%    | 0.82%  | 5.25%  | 2.18%          | 6.01%   | 1.60%       |
| Top-2   | 95.70% | 84.08% | 74.20%   | 94.69% | 69.41% | 84.73%         | 68.62%  | 70.59%      |
| Bot-2   | 4.30%  | 15.92% | 25.80%   | 5.31%  | 30.59% | 15.27%         | 31.38%  | 29.41%      |
|   |        |        |          |        |        |                |         |             |
|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with time taken to resolve complaint |        |        |          | 200    | 8-09   |                |         |             |
| Very satisfied                                    | 22.63% | 14.99% | 8.16%    | 13.58% | 6.81%  | 31.68%         | 10.70%  | NA          |
| Satisfied   | 73.39% | 77.45% | 65.14%   | 58.73% | 75.04% | 54.40%         | 69.37%  | NA          |
| Dissatisfied                                      | 3.63%  | 7.03%  | 23.98%   | 17.99% | 14.61% | 11.54%         | 14.64%  | NA          |
| Very dissatisfied                                 | 0.35%  | 0.53%  | 2.72%    | 9.70%  | 3.55%  | 2.38%          | 5.30%   | NA          |
| Top-2   | 96.02% | 92.44% | 73.30%   | 72.31% | 81.85% | 86.08%         | 80.07%  | NA          |
|   | 3.98%  | 7.56%  | 26.70%   | 27.69% | 18.16% | 13.92%         | 19.94%  | NA          |



|  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
|--|--------|--------|----------|--------|--------|----------------|---------|-------------|
| Satisfaction with speed of connection                      |        |        |          | 200    | 9-10   |                | ·       |             |
| Very satisfied   | 16.86% | 20.63% | 6.81%    | 21.45% | 6.90%  | 6.07%          | 10.11%  | 17.20%      |
| Satisfied  | 79.94% | 72.92% | 80.36%   | 73.76% | 76.02% | 79.21%         | 70.18%  | 55.65%      |
| Dissatisfied   | 2.79%  | 5.42%  | 11.61%   | 2.97%  | 14.62% | 13.20%         | 18.08%  | 24.73%      |
| Very dissatisfied  | 0.41%  | 1.04%  | 1.23%    | 1.82%  | 2.46%  | 1.52%          | 1.63%   | 2.42%       |
| Top-2  | 96.80% | 93.55% | 87.17%   | 95.21% | 82.92% | 85.28%         | 80.29%  | 72.85%      |
| Bot-2  | 3.20%  | 6.46%  | 12.84%   | 4.79%  | 17.08% | 14.72%         | 19.71%  | 27.15%      |
|  |        |        |          |        |        | V              |         |             |
|  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with speed of connection                      |        |        |          | 200    | 8-09   |                |         |             |
| Very satisfied   | 16.37% | 28.45% | 6.84%    | 18.01% | 21.01% | 22.93%         | 13.77%  | NA          |
| Satisfied  | 80.57% | 67.01% | 82.91%   | 69.42% | 66.87% | 67.79%         | 77.18%  | NA          |
| Dissatisfied   | 2.83%  | 4.20%  | 9.04%    | 9.66%  | 10.90% | 7.77%          | 8.09%   | NA          |
| Very dissatisfied  | 0.24%  | 0.34%  | 1.21%    | 2.91%  | 1.22%  | 1.50%          | 0.96%   | NA          |
| Top-2  | 96.94% | 95.46% | 89.75%   | 87.43% | 87.88% | 90.72%         | 90.95%  | NA          |
| Bot-2  | 3.07%  | 4.54%  | 10.25%   | 12.57% | 12.12% | 9.27%          | 9.05%   | NA          |
|  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with time for which service is up and working |        |        |          | 200    | 9-10   | Telecom        |         |             |
| Very satisfied   | 38.47% | 30.62% | 12.65%   | 49.01% | 10.17% | 58.17%         | 22.06%  | 26.76%      |
| Satisfied  | 56.67% | 62.38% | 75.14%   | 47.69% | 74.47% | 33.28%         | 60.17%  | 53.24%      |
| Dissatisfied   | 4.34%  | 6.48%  | 10.86%   | 1.82%  | 13.36% | 6.56%          | 15.11%  | 18.11%      |
| Very dissatisfied  | 0.52%  | 0.52%  | 1.34%    | 1.49%  | 2.01%  | 1.98%          | 2.66%   | 1.89%       |
| Top-2  | 95.14% | 93.00% | 87.79%   | 96.70% | 84.64% | 91.45%         | 82.23%  | 80.00%      |
| Bot-2  | 4.86%  | 7.00%  | 12.20%   | 3.31%  | 15.37% | 8.54%          | 17.77%  | 20.00%      |
|  |        |        |          |        |        |                |         |             |
|  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with time for which service is up and working |        |        |          | 200    | 8-09   |                |         |             |
| Very satisfied   | 22.87% | 35.86% | 14.36%   | 14.68% | 16.40% | 23.99%         | 19.53%  | NA          |
| Satisfied  | 74.21% | 61.55% | 73.81%   | 71.88% | 73.07% | 69.47%         | 69.49%  | NA          |
| Dissatisfied   | 2.68%  | 2.33%  | 10.72%   | 10.98% | 9.21%  | 5.65%          | 9.77%   | NA          |
| Very dissatisfied  | 0.24%  | 0.26%  | 1.10%    | 2.46%  | 1.32%  | 0.88%          | 1.21%   | NA          |
|  |        |        |          |        |        |                |         |             |
| Top-2  | 97.08% | 97.41% | 88.17%   | 86.56% | 89.47% | 93.46%         | 89.02%  | NA          |



|  | Airtel   | BSNL  | Rel Comm   | VSNL   | Sify   | You<br>Telecom   | Hathway  | Spectra Net  |
|--|--|---|--|--|--|--|--|--|
| Frequency of problem in broadband connection   |  |   |  | 200  | 9-10   |  |  |  |
| Never  | 37.87%   | 25.34%  | 27.93%   | 28.85%   | 23.69%   | 22.11%   | 13.44%   | 8.58%  |
| Occasionally   | 57.38%   | 68.02%  | 57.39%   | 58.36%   | 61.03%   | 64.66%   | 61.64%   | 56.30%   |
| Frequently   | 4.64%  | 5.61%   | 10.22%   | 11.80%   | 12.14%   | 11.13%   | 23.03%   | 31.90%   |
| Very Frequently  | 0.10%  | 1.04%   | 4.46%  | 0.98%  | 3.15%  | 2.11%  | 1.88%  | 3.22%  |
| Top-2  | 95.25%   | 93.36%  | 85.32%   | 87.21%   | 84.72%   | 86.77%   | 75.08%   | 64.88%   |
| Bot-2  | 4.74%  | 6.65%   | 14.68%   | 12.78%   | 15.29%   | 13.24%   | 24.91%   | 35.12%   |
|  |  |   |  |  |  |  |  |  |
|  | Airtel   | BSNL  | Rel Comm   | VSNL   | Sify   | You<br>Telecom   | Hathway  | Spectra Net  |
| Frequency of problem in broadband connection   |  |   |  | 200  | 8-09   |  |  |  |
| Never  | 60.05%   | 57.73%  | 40.60%   | 42.09%   | 48.60%   | 33.71%   | 51.81%   | NA   |
| Occasionally   | 32.86%   | 36.77%  | 44.03%   | 36.82%   | 37.85%   | 55.51%   | 33.25%   | NA   |
| Frequently   | 6.70%  | 5.15%   | 11.39%   | 12.43%   | 10.75%   | 9.40%  | 11.89%   | NA   |
| Very Frequently  | 0.39%  | 0.34%   | 3.98%  | 8.66%  | 2.80%  | 1.38%  | 3.05%  | NA   |
| Top-2  | 92.91%   | 94.50%  | 84.63%   | 78.91%   | 86.45%   | 89.22%   | 85.06%   | NA   |
| Bot-2  | 7.09%  | 5.49%   | 15.37%   | 21.09%   | 13.55%   | 10.78%   | 14.94%   | NA   |
|  |  |   |  |  |  | Vau  |  |  |
|  | Airtel   | BSNL  | Rel Comm   | VSNL   | Sify   | You<br>Telecom   | Hathway  | Spectra Net  |
| Satisfaction with time taken to restore connection   |  |   |  | 200  | 9-10   |  |  |  |
| Very satisfied   | 9.62%  | 44 540/   | 4  |  |  |  |  |  |
| Satisfied  |  | 11.51%  | 4.75%  | 19.44%   | 6.75%  | 7.98%  | 4.35%  | 6.13%  |
| Satistieu  | 84.44%   | 80.21%  | 4.75%<br>78.61%  | 19.44%<br>77.38%   | 6.75%<br>76.50%  | 7.98%<br>81.53%  | 4.35%<br>72.77%  | 6.13%<br>70.19%  |
| Dissatisfied   | 84.44%<br>5.34%  |   |  |  |  |  |  |  |
|  |  | 80.21%  | 78.61%   | 77.38%   | 76.50%   | 81.53%   | 72.77%   | 70.19%   |
| Dissatisfied   | 5.34%  | 80.21%<br>7.25%   | 78.61%<br>13.58%   | 77.38%<br>1.50%  | 76.50%<br>14.63%   | 81.53%<br>7.98%  | 72.77%<br>19.94%   | 70.19%<br>21.17%   |
| Dissatisfied<br>Very dissatisfied  | 5.34%<br>0.59%   | 80.21%<br>7.25%<br>1.04%  | 78.61%<br>13.58%<br>3.06%  | 77.38%<br>1.50%<br>1.68%                                       | 76.50%<br>14.63%<br>2.13%  | 81.53%<br>7.98%<br>2.50%   | 72.77%<br>19.94%<br>2.94%  | 70.19%<br>21.17%<br>2.51%                                    |
| Dissatisfied<br>Very dissatisfied<br>Top-2   | 5.34%<br>0.59%<br>94.06%   | 80.21%<br>7.25%<br>1.04%<br>91.72%                                      | 78.61%<br>13.58%<br>3.06%<br>83.36%                              | 77.38%<br>1.50%<br>1.68%<br>96.82%                             | 76.50%<br>14.63%<br>2.13%<br>83.25%                              | 81.53%<br>7.98%<br>2.50%<br>89.51%<br>10.48%   | 72.77%<br>19.94%<br>2.94%<br>77.12%  | 70.19%<br>21.17%<br>2.51%<br>76.32%                          |
| Dissatisfied<br>Very dissatisfied<br>Top-2   | 5.34%<br>0.59%<br>94.06%   | 80.21%<br>7.25%<br>1.04%<br>91.72%                                      | 78.61%<br>13.58%<br>3.06%<br>83.36%                              | 77.38%<br>1.50%<br>1.68%<br>96.82%                             | 76.50%<br>14.63%<br>2.13%<br>83.25%                              | 81.53%<br>7.98%<br>2.50%<br>89.51%   | 72.77%<br>19.94%<br>2.94%<br>77.12%  | 70.19%<br>21.17%<br>2.51%<br>76.32%                          |
| Dissatisfied<br>Very dissatisfied<br>Top-2   | 5.34%<br>0.59%<br>94.06%<br>5.93%  | 80.21%<br>7.25%<br>1.04%<br>91.72%<br>8.29%                             | 78.61%<br>13.58%<br>3.06%<br>83.36%<br>16.64%                    | 77.38%<br>1.50%<br>1.68%<br>96.82%<br>3.18%                    | 76.50%<br>14.63%<br>2.13%<br>83.25%<br>16.76%                    | 81.53%<br>7.98%<br>2.50%<br>89.51%<br>10.48%   | 72.77%<br>19.94%<br>2.94%<br>77.12%<br>22.88%  | 70.19%<br>21.17%<br>2.51%<br>76.32%<br>23.68%                |
| Dissatisfied  Very dissatisfied  Top-2  Bot-2  Satisfaction with time taken to restore   | 5.34%<br>0.59%<br>94.06%<br>5.93%  | 80.21%<br>7.25%<br>1.04%<br>91.72%<br>8.29%                             | 78.61%<br>13.58%<br>3.06%<br>83.36%<br>16.64%                    | 77.38%<br>1.50%<br>1.68%<br>96.82%<br>3.18%                    | 76.50%<br>14.63%<br>2.13%<br>83.25%<br>16.76%                    | 81.53%<br>7.98%<br>2.50%<br>89.51%<br>10.48%   | 72.77%<br>19.94%<br>2.94%<br>77.12%<br>22.88%  | 70.19%<br>21.17%<br>2.51%<br>76.32%<br>23.68%                |
| Dissatisfied  Very dissatisfied  Top-2  Bot-2  Satisfaction with time taken to restore connection  | 5.34%<br>0.59%<br>94.06%<br>5.93%<br>Airtel                              | 80.21%<br>7.25%<br>1.04%<br>91.72%<br>8.29%<br>BSNL                     | 78.61%<br>13.58%<br>3.06%<br>83.36%<br>16.64%<br>Rel Comm        | 77.38%<br>1.50%<br>1.68%<br>96.82%<br>3.18%<br>VSNL            | 76.50%<br>14.63%<br>2.13%<br>83.25%<br>16.76%<br>Sify            | 81.53%<br>7.98%<br>2.50%<br>89.51%<br>10.48%<br>You<br>Telecom                               | 72.77%<br>19.94%<br>2.94%<br>77.12%<br>22.88%<br>Hathway                               | 70.19%<br>21.17%<br>2.51%<br>76.32%<br>23.68%<br>Spectra Net |
| Dissatisfied  Very dissatisfied  Top-2  Bot-2  Satisfaction with time taken to restore connection  Very satisfied                          | 5.34%<br>0.59%<br>94.06%<br>5.93%<br>Airtel                              | 80.21%<br>7.25%<br>1.04%<br>91.72%<br>8.29%<br>BSNL                     | 78.61% 13.58% 3.06% 83.36% 16.64%  Rel Comm                      | 77.38% 1.50% 1.68% 96.82% 3.18%  VSNL 200 17.75%               | 76.50%<br>14.63%<br>2.13%<br>83.25%<br>16.76%<br>Sify<br>8-09    | 81.53%<br>7.98%<br>2.50%<br>89.51%<br>10.48%<br>You<br>Telecom                               | 72.77%<br>19.94%<br>2.94%<br>77.12%<br>22.88%<br>Hathway                               | 70.19%<br>21.17%<br>2.51%<br>76.32%<br>23.68%<br>Spectra Net |
| Dissatisfied  Very dissatisfied  Top-2  Bot-2  Satisfaction with time taken to restore connection  Very satisfied  Satisfied               | 5.34%<br>0.59%<br>94.06%<br>5.93%<br>Airtel<br>11.30%<br>79.67%          | 80.21%<br>7.25%<br>1.04%<br>91.72%<br>8.29%<br>BSNL<br>26.38%<br>64.29% | 78.61% 13.58% 3.06% 83.36% 16.64%  Rel Comm  7.09% 69.38%        | 77.38% 1.50% 1.68% 96.82% 3.18%  VSNL 200 17.75% 50.23%        | 76.50% 14.63% 2.13% 83.25% 16.76% Sify 8-09 12.75% 64.83%        | 81.53%<br>7.98%<br>2.50%<br>89.51%<br>10.48%<br>You<br>Telecom<br>37.37%<br>47.73%           | 72.77%<br>19.94%<br>2.94%<br>77.12%<br>22.88%<br>Hathway                               | 70.19%<br>21.17%<br>2.51%<br>76.32%<br>23.68%<br>Spectra Net |
| Dissatisfied  Very dissatisfied  Top-2  Bot-2  Satisfaction with time taken to restore connection  Very satisfied  Satisfied  Dissatisfied | 5.34%<br>0.59%<br>94.06%<br>5.93%<br>Airtel<br>11.30%<br>79.67%<br>7.27% | 80.21% 7.25% 1.04% 91.72% 8.29%  BSNL  26.38% 64.29% 6.95%              | 78.61% 13.58% 3.06% 83.36% 16.64%  Rel Comm  7.09% 69.38% 21.97% | 77.38% 1.50% 1.68% 96.82% 3.18%  VSNL 200 17.75% 50.23% 25.95% | 76.50% 14.63% 2.13% 83.25% 16.76% Sify 8-09 12.75% 64.83% 15.69% | 81.53%<br>7.98%<br>2.50%<br>89.51%<br>10.48%<br>You<br>Telecom<br>37.37%<br>47.73%<br>13.13% | 72.77%<br>19.94%<br>2.94%<br>77.12%<br>22.88%<br>Hathway<br>11.48%<br>72.61%<br>14.00% | 70.19% 21.17% 2.51% 76.32% 23.68%  Spectra Net  NA  NA  NA   |



|  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
|--|--------|--------|----------|--------|--------|----------------|---------|-------------|
| Use of Supplementary/Value Added Services              |        |        |          | 200    | 9-10   | TOICOOIII      |         |             |
| Yes  | 18.78% | 28.66% | 13.80%   | 18.85% | 29.40% | 31.13%         | 58.82%  | 57.10%      |
| No   | 81.22% | 71.34% | 86.20%   | 81.15% | 70.60% | 68.87%         | 41.18%  | 42.90%      |
|  |        |        |          |        |        |                |         |             |
|  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Use of Supplementary/Value Added Services              |        |        |          | 200    | 8-09   |                |         |             |
| Yes  | 21.95% | 10.80% | 21.02%   | 11.69% | 16.19% | 18.19%         | 13.93%  | NA          |
| No   | 78.05% | 89.20% | 78.98%   | 88.31% | 83.81% | 81.81%         | 86.07%  | NA          |
|  |        |        |          |        |        |                |         |             |
|  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with quality of VAS                       |        |        |          | 200    | 9-10   |                |         |             |
| Very satisfied   | 17.03% | 11.59% | 14.96%   | 8.70%  | 6.35%  | 9.18%          | 4.80%   | 6.57%       |
| Satisfied  | 78.57% | 84.06% | 77.95%   | 87.83% | 88.49% | 58.45%         | 64.77%  | 46.95%      |
| Dissatisfied   | 3.30%  | 3.99%  | 5.51%    | 3.48%  | 5.16%  | 31.88%         | 29.11%  | 43.19%      |
| Very dissatisfied                                      | 1.10%  | 0.36%  | 1.57%    | 0.00%  | 0.00%  | 0.48%          | 1.31%   | 3.29%       |
| Top-2  | 95.60% | 95.65% | 92.91%   | 96.53% | 94.84% | 67.63%         | 69.57%  | 53.52%      |
| Bot-2  | 4.40%  | 4.35%  | 7.08%    | 3.48%  | 5.16%  | 32.36%         | 30.42%  | 46.48%      |
|  |        |        |          |        |        |                |         |             |
|  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with quality of VAS                       |        |        |          | 200    | 8-09   |                |         |             |
| Very satisfied   | 16.91% | 7.32%  | 11.11%   | 17.89% | 19.34% | 7.64%          | 5.88%   | NA          |
| Satisfied  | 76.62% | 70.73% | 77.25%   | 69.11% | 62.43% | 85.42%         | 82.35%  | NA          |
| Dissatisfied   | 4.32%  | 8.13%  | 7.94%    | 4.07%  | 4.42%  | 4.17%          | 5.29%   | NA          |
| Very dissatisfied                                      | 2.16%  | 13.82% | 3.70%    | 8.94%  | 13.81% | 2.78%          | 6.47%   | NA          |
| Top-2  | 93.53% | 78.05% | 88.36%   | 87.00% | 81.77% | 93.06%         | 88.23%  | NA          |
| Bot-2  | 6.48%  | 21.95% | 11.64%   | 13.01% | 18.23% | 6.95%          | 11.76%  | NA          |
|  |        |        |          |        |        |                |         |             |
|  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with overall quality of broadband service |        |        |          | 200    | 9-10   |                |         |             |
| Very satisfied   | 20.43% | 23.32% | 12.41%   | 24.69% | 12.71% | 10.74%         | 10.74%  | 15.43%      |
| Satisfied  | 75.78% | 71.23% | 74.72%   | 73.38% | 75.91% | 64.72%         | 63.03%  | 48.86%      |
| Dissatisfied   | 3.35%  | 4.92%  | 10.14%   | 0.70%  | 9.44%  | 20.71%         | 23.50%  | 25.14%      |
| Very dissatisfied                                      | 0.43%  | 0.53%  | 2.73%    | 1.23%  | 1.94%  | 3.83%          | 2.73%   | 10.57%      |
| Top-2  | 96.21% | 94.55% | 87.13%   | 98.07% | 88.62% | 75.46%         | 73.77%  | 64.29%      |
| Bot-2  | 3.78%  | 5.45%  | 12.87%   | 1.93%  | 11.38% | 24.54%         | 26.23%  | 35.71%      |



|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
|---|--------|--------|----------|--------|--------|----------------|---------|-------------|
| Satisfaction with overall quality of broadband service              |        |        |          | 200    | 8-09   |                |         |             |
| Very satisfied  | 13.49% | 26.61% | 6.40%    | 13.58% | 18.48% | 21.03%         | 11.05%  | NA          |
| Satisfied   | 83.75% | 66.52% | 76.49%   | 72.26% | 67.39% | 70.21%         | 79.19%  | NA          |
| Dissatisfied  | 1.58%  | 3.69%  | 12.91%   | 8.77%  | 10.46% | 7.13%          | 7.82%   | NA          |
| Very dissatisfied   | 1.18%  | 3.18%  | 4.19%    | 5.38%  | 3.66%  | 1.63%          | 1.94%   | NA          |
| Top-2   | 97.24% | 93.13% | 82.89%   | 85.84% | 85.87% | 91.24%         | 90.24%  | NA          |
| Bot-2   | 2.76%  | 6.87%  | 17.10%   | 14.15% | 14.12% | 8.76%          | 9.76%   | NA          |
| Awareness about facility for measuring connection speed             | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| 2009-10   | 66.70% | 57.16% | 41.64%   | 49.58% | 39.07% | 71.12%         | 84.53%  | 64.59%      |
| 2008-09   | 59.75% | 69.24% | 55.36%   | 61.28% | 65.82% | 74.47%         | 59.98%  | 0.00%       |
|   |        |        |          |        |        |                |         |             |
| Awareness about call centre telephone number                        | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Yes   | 72.17% | 61.64% | 88.85%   | 67.33% | 87.50% | 81.21%         | 79.98%  | 75.34%      |
| No  | 27.83% | 38.36% | 11.15%   | 32.67% | 12.50% | 18.79%         | 20.02%  | 24.66%      |
|   |        |        |          |        |        |                |         |             |
| Made any complaint to the customer care in last 12 months           | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Yes   | 10.84% | 11.21% | 46.52%   | 11.31% | 41.54% | 21.05%         | 43.41%  | 26.27%      |
| No  | 89.16% | 88.79% | 53.48%   | 88.69% | 58.46% | 78.95%         | 56.59%  | 73.73%      |
|   |        |        |          |        |        |                |         |             |
| If complaint made   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Docket number received for most of the complaints                   | 9.09%  | 16.50% | 2.45%    | 23.88% | 6.71%  | 9.09%          | 6.75%   | 4.05%       |
| No docket number received for most of the complaints                | 12.12% | 13.59% | 3.68%    | 35.82% | 5.25%  | 10.61%         | 12.03%  | 9.46%       |
| It was received on request  | 44.44% | 32.04% | 83.82%   | 31.34% | 63.56% | 45.45%         | 65.19%  | 22.97%      |
| No docket number received even on request                           | 34.34% | 37.86% | 10.05%   | 8.96%  | 24.49% | 34.85%         | 16.03%  | 63.51%      |
|   |        |        |          |        |        |                |         |             |
| Informed by call centre about the action taken on the complaint     | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Yes   | 95.24% | 90.74% | 86.35%   | 63.08% | 89.17% | 91.37%         | 98.02%  | 93.88%      |
| No  | 4.76%  | 9.26%  | 13.65%   | 36.92% | 10.83% | 8.63%          | 1.98%   | 6.12%       |
|   |        |        |          |        |        |                |         |             |
|   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Satisfaction with the system of complaint resolution by call centre |        |        |          | 200    | 9-10   |                |         |             |
| Very satisfied  | 15.53% | 7.41%  | 4.48%    | 14.06% | 1.97%  | 8.63%          | 5.94%   | 1.02%       |
| Satisfied   | 69.90% | 71.30% | 64.15%   | 79.69% | 61.52% | 59.71%         | 70.50%  | 60.20%      |



| Lodging of the complaint   2009-10   55.42%   61.90%   79.75%   52.17%   14.04%   55.96%   66.52%   19.40%   |   |        |        |          |        |        |         |         |             |
|--|---|--------|--------|----------|--------|--------|---------|---------|-------------|
| Bob   2   14.56%   21.29%   31.36%   63.49%   68.44%   76.44%   61.22%   | Dissatisfied  |        | 19.44% | 23.58%   |        |        |         |         |             |
| Bot-2   14.56%   21.29%   31.36%   6.25%   36.52%   31.66%   23.56%   38.77%   | Very dissatisfied   | 1.94%  | 1.85%  | 7.78%    | 1.56%  | 9.83%  | 3.60%   | 1.78%   |             |
| Satisfaction with the system of complaint resolution by call centre    Very satisfied   9.46%   20.61%   18.9%   0.92%   1.17%   5.46%   0.36%   NA  | Top-2   |        |        |          |        |        |         |         |             |
| Satisfaction with the system of complaint resolution by call centre    Very satisfact   Satisfaction   Very disselfact   Very diss | Bot-2   | 14.56% | 21.29% | 31.36%   | 6.25%  | 36.52% | 31.66%  | 23.56%  | 38.77%      |
| Satisfaction with the system of complaint resolution by call centre    Very satisfact   Satisfaction   Very disselfact   Very diss |   |        |        |          |        |        | V       |         |             |
| Very satisfied   9.46%   20.61%   1.89%   0.92%   1.17%   5.46%   0.36%   NA   |   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   |         | Hathway | Spectra Net |
| Satisfied   84.46%   63.36%   70.94%   62.88%   64.98%   76.03%   64.49%   NA  | Satisfaction with the system of complaint resolution by call centre |        |        |          |        |        |         |         |             |
| Dissatisfied   C.08%   12.98%   20.00%   27.61%   31.52%   16.78%   28.99%   NA  | Very satisfied  | 9.46%  | 20.61% | 1.89%    | 0.92%  | 1.17%  | 5.48%   | 0.36%   | NA          |
| Very dissatisfied   0.00%   3.05%   7.17%   8.59%   2.33%   1.71%   6.16%   NA   | Satisfied   | 84.46% | 63.36% | 70.94%   | 62.88% | 64.98% | 76.03%  | 64.49%  | NA          |
| Top-2   93.92%   83.97%   72.83%   63.80%   66.15%   81.51%   64.85%   NA  | Dissatisfied  | 6.08%  | 12.98% | 20.00%   | 27.61% | 31.52% | 16.78%  | 28.99%  | NA          |
| Bot-2   6.08%   16.03%   27.17%   36.20%   33.85%   18.49%   35.15%   NA   | Very dissatisfied   | 0.00%  | 3.05%  | 7.17%    | 8.59%  | 2.33%  | 1.71%   | 6.16%   | NA          |
| Airtel   BSNL   Rel Comm   VSNL   Sify   You   Telecom   Hathway   Spectra Net   | Top-2   | 93.92% | 83.97% | 72.83%   | 63.80% | 66.15% | 81.51%  | 64.85%  | NA          |
| Reason for dissatisfaction  Difficult to connect to the call center executive Customer care executive not equipped with adequate information  Time taken by call center for redressal is too long. 13.33% 13.04% 6.77% 25.00% 10.00% 27.27% 61.34% 5.26% 13.33% 13.04% 6.77% 25.00% 16.82% 1.68% 21.05%  Billing/charging complaint resolved satisfactorily by call center within 4 weeks after lodging of the complaint 2009-10 55.42% 61.90% 79.75% 52.17% 14.04% 55.96% 66.52% 19.40% 2008-09 47.30% 54.14% 24.81% 41.21% 30.50% 12.97% 39.71% 0.00%  Awareness about contact details of Nodal officer Yes 20.12% 14.56% 10.00% 61.00% 52.66% 4.24% 14.39% 0.00% 14.55% 14.56% 10.00% 61.00% 52.66% 4.24% 14.39% 0.00% 14.55% 14.56% 10.00% 61.00% 52.66% 4.24% 14.39% 0.00% 14.55% 10.00% 15.66% 10.00% 15.66% 13.00% 14.56% 10.00% 15.66% 13.00% 15.66% | Bot-2   | 6.08%  | 16.03% | 27.17%   | 36.20% | 33.85% | 18.49%  | 35.15%  | NA          |
| Reason for dissatisfaction  Difficult to connect to the call center executive Customer care executive not equipped with adequate information  Time taken by call center for redressal is too long. 13.33% 13.04% 6.77% 25.00% 10.00% 27.27% 61.34% 5.26% 13.33% 13.04% 6.77% 25.00% 16.82% 1.68% 21.05%  Billing/charging complaint resolved satisfactorily by call center within 4 weeks after lodging of the complaint 2009-10 55.42% 61.90% 79.75% 52.17% 14.04% 55.96% 66.52% 19.40% 2008-09 47.30% 54.14% 24.81% 41.21% 30.50% 12.97% 39.71% 0.00%  Awareness about contact details of Nodal officer Yes 20.12% 14.56% 10.00% 61.00% 52.66% 4.24% 14.39% 0.00% 14.55% 14.56% 10.00% 61.00% 52.66% 4.24% 14.39% 0.00% 14.55% 14.56% 10.00% 61.00% 52.66% 4.24% 14.39% 0.00% 14.55% 10.00% 15.66% 10.00% 15.66% 13.00% 14.56% 10.00% 15.66% 13.00% 15.66% |   |        |        |          |        |        |         |         |             |
| Reason for dissatisfaction   2009-10   2009-   |   | Airtel | BSNL   | Rel Comm | VSNL   | Sify   |         | Hathway | Spectra Net |
| Customer care executive not polite/courteous 26.67% 8.70% 5.26% 0.00% 3.85% 11.36% 2.52% 0.00% Customer care executive not equipped with adequate information 26.67% 30.43% 15.79% 25.00% 34.62% 2.27% 19.33% 0.00% Time taken by call centre for redressal is too long 13.33% 30.43% 43.61% 50.00% 61.54% 13.64% 26.89% 2.63% Customer care executive was unable to understand the problem 13.33% 13.04% 6.77% 25.00% 10.00% 27.27% 61.34% 5.26% Others 6.67% 4.35% 9.77% 25.00% 7.69% 6.82% 1.68% 21.05% Estiliargic complaint resolved satisfactorily by call center within 4 weeks after lodging of the complaint 2009-10 55.42% 61.90% 79.75% 52.17% 14.04% 55.96% 66.52% 19.40% 2008-09 47.30% 54.14% 24.81% 41.21% 30.50% 12.97% 39.71% 0.00% Awareness about contact details of Nodal officer Yes 20.12% 16.41% 13.04% 16.39% 13.30% 42.56% 33.90% 41.55% No 79.88% 83.59% 86.96% 83.61% 86.70% 57.44% 66.10% 58.45% Made any complaint to the Nodal officer regarding complaints not resolved/ unsatisfactorily resolved by the call centre Yes 9.23% 14.56% 10.00% 6.00% 5.26% 4.24% 14.39% 0.00%  | Reason for dissatisfaction  |        |        |          | 200    | 9-10   | TOICOOM |         |             |
| Customer care executive not equipped with adequate information  Time taken by call centre for redressal is too long 13.33% 30.43% 43.61% 50.00% 61.54% 13.64% 26.89% 2.63%  Customer care executive was unable to understand the problem 13.33% 13.04% 6.77% 25.00% 10.00% 27.27% 61.34% 5.26%  Others 6.67% 4.35% 9.77% 25.00% 7.69% 6.82% 1.68% 21.05%  Billing/charging complaint resolved satisfactorily by call center within 4 weeks after lodging of the complaint 2009-10 55.42% 61.90% 79.75% 52.17% 14.04% 55.96% 66.52% 19.40% 2008-09 47.30% 54.14% 24.81% 41.21% 30.50% 12.97% 39.71% 0.00%  Awareness about contact details of Nodal Airtel BSNL Rel Comm VSNL Sify You Telecom Hathway Spectra Net Officer Yes 20.12% 16.41% 13.04% 16.39% 13.30% 42.56% 33.90% 41.55% No 79.88% 83.59% 86.96% 83.61% 86.70% 57.44% 66.10% 58.45%  Made any complaint to the Nodal officer regarding complaints not resolved/ unsatisfactorily resolved by the call centre Yes 9.23% 14.56% 10.00% 6.00% 5.26% 4.24% 14.39% 0.00%   | Difficult to connect to the call center executive                   | 40.00% | 34.78% | 10.53%   | 25.00% | 41.54% | 50.00%  | 16.81%  | 71.05%      |
| Time taken by call centre for redressal is too long   13.33%   30.43%   43.61%   50.00%   61.54%   13.64%   26.89%   2.63%   | Customer care executive not polite/courteous                        | 26.67% | 8.70%  | 5.26%    | 0.00%  | 3.85%  | 11.36%  | 2.52%   | 0.00%       |
| Customer care executive was unable to understand the problem   13.33%   13.04%   6.77%   25.00%   10.00%   27.27%   61.34%   5.26%   |   | 26.67% | 30.43% | 15.79%   | 25.00% | 34.62% | 2.27%   | 19.33%  | 0.00%       |
| Dithers   Common   | Time taken by call centre for redressal is too long                 | 13.33% | 30.43% | 43.61%   | 50.00% | 61.54% | 13.64%  | 26.89%  | 2.63%       |
| Billing/charging complaint resolved satisfactorily by call center within 4 weeks after lodging of the complaint   2009-10   55.42%   61.90%   79.75%   52.17%   14.04%   55.96%   66.52%   19.40%   2008-09   47.30%   54.14%   24.81%   41.21%   30.50%   12.97%   39.71%   0.00%   2008-09   47.30%   54.14%   24.81%   41.21%   30.50%   12.97%   39.71%   0.00%   2008-09   47.30%   54.14%   24.81%   41.21%   30.50%   12.97%   39.71%   0.00%   2008-09   47.30%   54.14%   24.81%   41.21%   30.50%   12.97%   39.71%   0.00%   2008-09   47.30%   41.41%   13.04%   16.39%   13.30%   42.56%   33.90%   41.55%   42.56%   33.90%   41.55%   42.56%   42.44%   41.21%   41   |   | 13.33% | 13.04% | 6.77%    | 25.00% | 10.00% | 27.27%  | 61.34%  | 5.26%       |
| Satisfactorily by call center within 4 weeks after lodging of the complaint         Airtel         BSNL         Rel Comm         VSNL         Sify         Tou Telecom         Hathway         Spectra Net           2009-10         55.42%         61.90%         79.75%         52.17%         14.04%         55.96%         66.52%         19.40%           2008-09         47.30%         54.14%         24.81%         41.21%         30.50%         12.97%         39.71%         0.00%           Awareness about contact details of Nodal officer         Airtel         BSNL         Rel Comm         VSNL         Sify         You Telecom         Hathway         Spectra Net           9.23%         16.41%         13.04%         16.39%         13.30%         42.56%         33.90%         41.55%           86.96%         83.61%         86.70%         57.44%         66.10%         58.45%           Made any complaint to the Nodal officer regarding complaints not resolved/ unsatisfactorily resolved by the call centre         Airtel         BSNL         Rel Comm         VSNL         Sify         You Telecom         Hathway         Spectra Net  | Others  | 6.67%  | 4.35%  | 9.77%    | 25.00% | 7.69%  | 6.82%   | 1.68%   | 21.05%      |
| Satisfactorily by call center within 4 weeks after lodging of the complaint         Airtel         BSNL         Rel Comm         VSNL         Sify         Tou Telecom         Hathway         Spectra Net           2009-10         55.42%         61.90%         79.75%         52.17%         14.04%         55.96%         66.52%         19.40%           2008-09         47.30%         54.14%         24.81%         41.21%         30.50%         12.97%         39.71%         0.00%           Awareness about contact details of Nodal officer         Airtel         BSNL         Rel Comm         VSNL         Sify         You Telecom         Hathway         Spectra Net           9.23%         16.41%         13.04%         16.39%         13.30%         42.56%         33.90%         41.55%           86.96%         83.61%         86.70%         57.44%         66.10%         58.45%           Made any complaint to the Nodal officer regarding complaints not resolved/ unsatisfactorily resolved by the call centre         Airtel         BSNL         Rel Comm         VSNL         Sify         You Telecom         Hathway         Spectra Net  |   |        |        |          |        |        |         |         |             |
| Awareness about contact details of Nodal officer regarding complaints not resolved/ unsatisfactorily resolved by the call centre   Yes   9.23%   14.56%   10.00%   54.14%   24.81%   41.21%   30.50%   12.97%   39.71%   0.00%   | satisfactorily by call center within 4 weeks after                  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   |         | Hathway | Spectra Net |
| Awareness about contact details of Nodal officer  Yes 20.12% 16.41% 13.04% 16.39% 13.30% 42.56% 33.90% 41.55%  No 79.88% 83.59% 86.96% 83.61% 86.70% 57.44% 66.10% 58.45%  Made any complaint to the Nodal officer regarding complaints not resolved/ unsatisfactorily resolved by the call centre  Yes 9.23% 14.56% 10.00% 6.00% 5.26% 4.24% 14.39% 0.00%   | 2009-10   | 55.42% | 61.90% | 79.75%   | 52.17% | 14.04% | 55.96%  | 66.52%  | 19.40%      |
| Officer         Airtel         BSNL         Rel Comm         VSNL         Sity         Telecom         Hathway         Spectra Net           Yes         20.12%         16.41%         13.04%         16.39%         13.30%         42.56%         33.90%         41.55%           No         79.88%         83.59%         86.96%         83.61%         86.70%         57.44%         66.10%         58.45%           Made any complaint to the Nodal officer regarding complaints not resolved/ unsatisfactorily resolved by the call centre         Airtel         BSNL         Rel Comm         VSNL         Sify         You Telecom         Hathway         Spectra Net           Yes         9.23%         14.56%         10.00%         6.00%         5.26%         4.24%         14.39%         0.00%  | 2008-09   | 47.30% | 54.14% | 24.81%   | 41.21% | 30.50% | 12.97%  | 39.71%  | 0.00%       |
| Officer         Airtel         BSNL         Rel Comm         VSNL         Sity         Telecom         Hathway         Spectra Net           Yes         20.12%         16.41%         13.04%         16.39%         13.30%         42.56%         33.90%         41.55%           No         79.88%         83.59%         86.96%         83.61%         86.70%         57.44%         66.10%         58.45%           Made any complaint to the Nodal officer regarding complaints not resolved/ unsatisfactorily resolved by the call centre         Airtel         BSNL         Rel Comm         VSNL         Sify         You Telecom         Hathway         Spectra Net           Yes         9.23%         14.56%         10.00%         6.00%         5.26%         4.24%         14.39%         0.00%  |   |        |        |          |        |        |         |         |             |
| Made any complaint to the Nodal officer regarding complaints not resolved/ unsatisfactorily resolved by the call centre  No 79.88% 83.59% 86.96% 83.61% 86.70% 57.44% 66.10% 58.45%  Rel Comm VSNL Sify You Telecom Hathway Spectra Net 10.00% 6.00% 5.26% 4.24% 14.39% 0.00%  | officer   |        |        |          |        |        | Telecom |         | Spectra Net |
| Made any complaint to the Nodal officer regarding complaints not resolved/ unsatisfactorily resolved by the call centre  Yes 9.23% 14.56% 10.00% 6.00% 5.26% 4.24% 14.39% 0.00%  |   |        |        | 13.04%   | 16.39% |        |         | 33.90%  |             |
| regarding complaints not resolved/ unsatisfactorily resolved by the call centre  Airtel BSNL Rel Comm VSNL Sify Telecom Hathway Spectra Net 14.56% 10.00% 6.00% 5.26% 4.24% 14.39% 0.00%   | No  | 79.88% | 83.59% | 86.96%   | 83.61% | 86.70% | 57.44%  | 66.10%  | 58.45%      |
| regarding complaints not resolved/ unsatisfactorily resolved by the call centre  Airtel BSNL Rel Comm VSNL Sify Telecom Hathway Spectra Net 14.56% 10.00% 6.00% 5.26% 4.24% 14.39% 0.00%   |   |        |        |          |        |        |         |         |             |
|  | regarding complaints not resolved/                                  | Airtel | BSNL   | Rel Comm | VSNL   | Sify   |         | Hathway | Spectra Net |
| No 90.77% 85.44% 90.00% 94.00% 94.74% 95.76% 85.61% 100.00%  | Yes   | 9.23%  | 14.56% | 10.00%   | 6.00%  | 5.26%  | 4.24%   | 14.39%  | 0.00%       |
|  | No  | 90.77% | 85.44% | 90.00%   | 94.00% | 94.74% | 95.76%  | 85.61%  | 100.00%     |



| Intimated by the nodal officer about the decision taken on the complaint           | Airtel  | BSNL   | Rel Comm | VSNL    | Sify   | You<br>Telecom | Hathway | Spectra Net |
|--|---------|--------|----------|---------|--------|----------------|---------|-------------|
| Yes  | 38.89%  | 82.61% | 66.67%   | 50.00%  | 33.33% | 75.00%         | 84.21%  | NA          |
| No   | 61.11%  | 17.39% | 33.33%   | 50.00%  | 66.67% | 25.00%         | 15.79%  | NA          |
|  |         |        |          |         |        |                |         |             |
| Satisfaction with the redressal of the complaint by the nodal officer              | Airtel  | BSNL   | Rel Comm | VSNL    | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Very satisfied   | 0.00%   | 0.00%  | 0.00%    | 33.33%  | 0.00%  | 16.67%         | 5.56%   | NA          |
| Satisfied  | 75.00%  | 73.91% | 20.00%   | 66.67%  | 20.00% | 41.67%         | 72.22%  | NA          |
| Dissatisfied   | 25.00%  | 21.74% | 50.00%   | 0.00%   | 60.00% | 25.00%         | 18.52%  | NA          |
| Very dissatisfied  | 0.00%   | 4.35%  | 30.00%   | 0.00%   | 20.00% | 16.67%         | 3.70%   | NA          |
| Top-2  | 75.00%  | 73.91% | 20.00%   | 100.00% | 20.00% | 58.34%         | 77.78%  | NA          |
| Bot-2  | 25.00%  | 26.09% | 80.00%   | 0.00%   | 80.00% | 41.67%         | 22.22%  | NA          |
|  |         |        |          |         |        |                |         |             |
| Reason for dissatisfaction   | Airtel  | BSNL   | Rel Comm | VSNL    | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Difficult to connect to the Nodal Officer  | 0.00%   | 16.67% | 25.00%   | NA      | 50.00% | 20.00%         | 75.00%  | NA          |
| Nodal Officer not polite/courteous   | 33.33%  | 50.00% | 0.00%    | NA      | 25.00% | 40.00%         | 0.00%   | NA          |
| Nodal Officer not equipped with adequate information                               | 0.00%   | 0.00%  | 0.00%    | NA      | 0.00%  | 0.00%          | 16.67%  | NA          |
| Time taken by Nodal Officer for redressal is too long                              | 0.00%   | 16.67% | 37.50%   | NA      | 25.00% | 20.00%         | 33.33%  | NA          |
| Nodal Officer was unable to understand the problem                                 | 0.00%   | 16.67% | 0.00%    | NA      | 0.00%  | 0.00%          | 25.00%  | NA          |
| Others/DK/CS   | 66.67%  | 0.00%  | 37.50%   | NA      | 0.00%  | 20.00%         | 0.00%   | NA          |
|  |         |        |          |         |        |                |         |             |
| Awareness about the contact details of the appellate authority                     | Airtel  | BSNL   | Rel Comm | VSNL    | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Yes  | 16.62%  | 14.12% | 5.98%    | 12.79%  | 7.12%  | 21.50%         | 24.14%  | 37.27%      |
| No   | 83.38%  | 85.88% | 94.02%   | 87.21%  | 92.88% | 78.50%         | 75.86%  | 62.73%      |
|  |         |        |          |         |        | V              |         |             |
| Filed any appeal in last 12 months   | Airtel  | BSNL   | Rel Comm | VSNL    | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Yes  | 2.48%   | 13.97% | 5.45%    | 5.13%   | 3.28%  | 8.39%          | 5.32%   | 1.44%       |
| No   | 97.52%  | 86.03% | 94.55%   | 94.87%  | 96.72% | 91.61%         | 94.68%  | 98.56%      |
|  |         |        |          |         |        |                |         |             |
| Received any acknowledgement for the complaint filed                               | Airtel  | BSNL   | Rel Comm | VSNL    | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Yes  | 100.00% | 63.16% | 100.00%  | 75.00%  | 50.00% | 83.33%         | 66.67%  | 50.00%      |
| No   | 0.00%   | 36.84% | 0.00%    | 25.00%  | 50.00% | 16.67%         | 33.33%  | 50.00%      |
|  |         |        |          |         |        |                |         |             |
| Any decision taken by the appellate authority within 3 months of filing the appeal | Airtel  | BSNL   | Rel Comm | VSNL    | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Yes  | 33.33%  | 72.22% | 50.00%   | 50.00%  | 50.00% | 83.33%         | 20.00%  | 0.00%       |
| No   | 66.67%  | 22.22% | 50.00%   | 50.00%  | 50.00% | 16.67%         | 73.33%  | 50.00%      |



| Appeal filed recently   | 0.00%  | 5.56%  | 0.00%    | 0.00%   | 0.00%  | 0.00%          | 6.67%   | 50.00%      |
|---|--------|--------|----------|---------|--------|----------------|---------|-------------|
|   |        | 3.00.0 |          |         |        |                |         |             |
| Awareness about item-wise usage charge<br>details for prepaid users                 | Airtel | BSNL   | Rel Comm | VSNL    | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Yes   | 55.06% | 53.06% | 64.00%   | 62.22%  | 57.12% | 81.53%         | 68.82%  | 65.61%      |
| No  | 44.94% | 46.94% | 36.00%   | 37.78%  | 42.88% | 18.47%         | 31.18%  | 34.39%      |
|   |        |        |          |         |        |                |         |             |
| Ever denied of request for item-wise usage<br>charge details for prepaid connection | Airtel | BSNL   | Rel Comm | VSNL    | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Yes   | 5.95%  | 12.77% | 8.00%    | 4.44%   | 2.11%  | 20.24%         | 22.83%  | 29.37%      |
| No  | 94.05% | 87.23% | 92.00%   | 95.56%  | 97.89% | 79.76%         | 77.17%  | 70.63%      |
|   |        |        |          |         |        |                |         |             |
| Reasons for denial  | Airtel | BSNL   | Rel Comm | VSNL    | Sify   | You<br>Telecom | Hathway | Spectra Net |
| No reason provided  | 40.00% | 33.33% | 50.00%   | 0.00%   | 61.54% | 2.00%          | 8.72%   | 2.70%       |
| technical problem   | 40.00% | 50.00% | 0.00%    | 100.00% | 15.38% | 64.00%         | 85.32%  | 51.35%      |
| others  | 20.00% | 16.67% | 50.00%   | 0.00%   | 0.00%  | 32.00%         | 5.05%   | 43.24%      |
|   |        |        |          |         |        |                |         |             |
| Manual of practice provided while subscribing for new broadband connection          | Airtel | BSNL   | Rel Comm | VSNL    | Sify   | You<br>Telecom | Hathway | Spectra Net |
| Yes   | 71.09% | 86.28% | 47.57%   | 83.73%  | 59.26% | 57.76%         | 78.33%  | 54.72%      |
| No  | 28.91% | 13.72% | 52.43%   | 16.27%  | 40.74% | 42.24%         | 21.67%  | 45.28%      |



|                                 | Questionnaire – Wireline Survey   |
|---------------------------------|---|
| Name:                           | Gender: 1 Male 2 Female   |
| Tel:                            | Age(in years): 1 less than 25 2 25-60 3 more than 60  |
| Usage                           | STD Code Telephone Number Type : 1 Residential 2 Commercial   |
| Area:                           | 1 Rural 2 Urban   |
| Operator:                       | 1 Airtel 4 BSNL 5 RCOM User Type: 1 Postpaid 2 Prepaid  7 TATA 8 MTNL 11 HFCL 12 Shyam  |
| State:                          | District  |
|                                 |   |
|                                 | DCA (only for surveyor):  |
| India. We consumers the quality | Madam, Good Hi, I am from IMRB International one of the leading Market Research agencies in are currently doing a study on behalf of TRAI (Telecom Regulatory Authority of India) to assess the satisfaction of with the services provided by their respective service providers. Your responses would go a long way in determining of service provided by your service provider. This will help TRAI to take necessary steps to improve the services a survey would take 15 minutes at best. |
|                                 | you that your responses would be merged with the responses of others who are contacted in the survey. We also that nowhere your identity would be revealed to either TRAI or your service provider.   |

## **QUESTIONNAIRE FOR CUSTOMER SATISFACTION SURVEY**

#### A. SERVICE PROVISION

| <u> </u> | EKVICE FIXOVISION  |                                    |
|----------|--|------------------------------------|
| 1.       | When did you last apply for a phone connection?              | 1 Less than 6 months               |
|          |  | 2 6-12 months                      |
|          |  | 3 More than 12 months              |
|          |  | (If >12 month, go to Q 4)          |
| 2.       | How much time was taken to get the telephone                 | 1 More than 30 days 2 16-30 days   |
|          | connection installed and activated after you applied for it? | 3 7-15 days 4 Less than 7 days     |
| 3.       | How satisfied are you with time taken to provide             | 1 Very Dissatisfied 2 Dissatisfied |
|          | working phone connection?                                    |                                    |
|          |  | 3 Satisfied 4 Very Satisfied       |
| 4.       | How satisfied are you with the time taken for shifting       | 1 Very Dissatisfied 2 Dissatisfied |
|          | of telephone, in case you had sought shifting of             | 3 Satisfied 4 Very Satisfied       |
|          | telephone in the last six months?                            |                                    |
|          |  | 9 Not applicable                   |



| 5. In case your connection was temporarily suspended due to non-payment of bills, are you satisfied with the time taken to reactivate service after you made the | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied 9 Not applicable   |
|--|--|
| payment?   | [ 9 ] Not applicable   |
| B. BILLING RELATED (only for postpaid customers) (for  | r pre-paid customer go to Question 11)   |
| 6. How satisfied are you with the timely delivery of bills?  | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied  |
| 7(a). How satisfied are you with the accuracy of the bills?  | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied  |
| (Ask this question only if 1 OR 2 is coded in Q7(a))   | 1 Charges not as per tariff plan subscribed  |
| 7(b) Please specify the reason(s) for your dissatisfaction (MULTI CODING POSSIBLE)   | 2 Tariff plan changed without information 3 Charged for value added services not subscribed 4 Charged for calls/services not made/used 5 Others (please specify) |
| Have you made any billing related complaints in last 12 months?  | 1 Yes 2 No   |
| 9. How satisfied are you with the process of resolution of billing complaints?   | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied  |
| 10(a). How satisfied are you with the clarity of the bills sent by your service provider in terms of transparency and understandability?                         | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied  |
| (Ask this question only if 1 OR 2 is coded in Q10(a))  | 1 Difficult to read the bill   |
| 10(b) Please specify the reason(s) for your  | 2 Difficult to understand the language   |
| dissatisfaction(MULTI CODING POSSIBLE)   | 3 Calculations not clear   |
|  | 4 Item-wise charges like total minutes of usage of local, STD, ISD calls and charges thereon not given   |
|  | 5 Others (please specify)  |
|  |  |



| 11. How satisfied are you with the accuracy of charges | 1 Very Dissatisfied 2 Dissatisfied |  |
|--|------------------------------------|--|
| i.e. amount deducted on every usage?                   | 3 Satisfied 4 Very Satisfied       |  |

#### C. HELP SERVICES/CUSTOMER CARE

| 12. Did you complain or make a query in the last 12 months to the customer care/helpline/ call centre toll free number of your service provider? | 1 Yes 2 No  |
|--|---|
| 13. How satisfied are you with the ease of access of call centre/customer care or helpline?  | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied |
| 14. How satisfied are you with the response time taken to answer your call by a customer care executive?   | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied |
| 15. How satisfied are you with the problem solving ability of the customer care executive(s)?  | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied |
| 16. How satisfied are you with the time taken by call centre/customer care /helpline to resolve your complaint?                                  | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied |

## D. NETWORK PERFORMANCE, RELIABILITY AND AVAILABILITY

| 17. How satisfied are you with the availability of working telephone (dial tone)? | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied |
|---|---|
| 18. How satisfied are you with the ability to make or receive calls easily?       | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied |
| 19. How satisfied are you with the voice quality?                                 | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied |

## E. MAINTAINABILITY (FAULT REPAIR)

| 20.Have you experienced fault in your telephone connection in the last 12 months? | 1 Yes 2 No <b>→(If no, go t</b> o | o Q 24)           |
|---|-----------------------------------|-------------------|
| 21. How many time your telephone became faulty in the last one month.             | 1 More than 3 times 3 One time    | 2 2-3 times 4 Nil |



| 22. How long did it take generally for repairing the fault after lodging complaint?   | 1 more than 7 days       2 4 - 7 days         3 2-3 days       4 1 day |
|---|--|
| 23. How satisfied are you with the fault repair service?  | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied        |
| F. SUPPLEMENTARY SERVICES   |  |
| 24.Do you use services like call waiting, call forwarding, voice mail or any other supplementary services   | 1 Yes 2 No ——→(If no, go to Q 26(a))                                   |
| 25. How satisfied are you with the quality of the supplementary services provided?  | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied        |
| G. OVERALL CUSTOMER SATISFACTION  |  |
| 26(a). How satisfied are you with the overall quality of your telephone service?  | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied        |
| (Ask this question only if 1 OR 2 is coded in Q26(a))   | 1  |
| 26(b) Please specify the reason(s) for your dissatisfaction (INTERVIWER TO ASK REASONS FOR DISSATISFACTION, RECORD THE VERBATIM)                                  | 2.       3.  |
| H. GENERAL INFORMATION  |  |
| (Ask this question only if 1 OR 2 is coded in Q1)   |  |
| 27. Have you been informed in writing, at the time of subscription of service or within a week of activation of service the complete details of your tariff plan? | 1 Yes 2 No   |
| 28. Have you terminated a Telephone Phone connection that you had in the last 12 months   | 1 Yes 2 No (If no, go to Q 32)   |
| 29. If yes, please name your previous service provider?   | 1 Airtel 4 BSNL 5 RCOM 7 TATA 8 MTNL 11 HFCL 12 Shyam                  |
| 30. How many days were taken for termination of your  | 1 more than 7 days 2 4 - 7 days  |



| connection?   | 3 2-3 days 4 1 day  |
|---|---|
| 31. Did your service provider adjust your security deposit in the bill raised after you requested for termination?  | 1 Yes 2 No  |
| 32. Have you registered your telephone number for Do Not Call (DNC) registry with your service provider so that you do not receive unsolicited commercial calls /SMS. | 1 Yes 2 No 3 Do not mind receiving such calls/SMS                                   |
| (Ask only if yes in Q32)  33. Do you still receive unsolicited commercial calls/SMS and whether there is any change in the frequency of such calls /SMS               | 1 Continued receiving 2 Slight decrease 3 Considerable decrease 4 Stopped receiving |

# QUESTIONNAIRE FOR ASSESSMENT OF IMPLEMENTATION AND EFFECTIVENESS OF TELECOM CONSUMERS PROTECTION AND REDRESSAL OF GRIEVANCES REGULATIONS, 2007

| 34. Are you aware of the three stage grievance redressal mechanism set up by your telecom service provider based on the regulations of TRAI for redressal of your grievances?                | 1 Yes 2 No   |
|--|--|
| 35. Which all stages of the three stage mechanism process set up by your telecom service provider for redressal of grievances of telecom consumers are you aware of? (MULTI CODING POSSIBLE) | 1 Call Centre 2 Nodal Officer 3 Appellate Authority 4 None of these  |
| 36. Have you made any complaint within last 6 months to the toll free Call Centre/customer care/Helpline telephone number?   | 1 Yes (if no go to Q 42)   |
| 37. Redressal of grievances mechanism provide for allotting docket number to consumers on his making the complaint. Please specify which of these applied the most to you.                   | No docket number received even on request     No docket number received for most of the complaints     Docket number received for most of the complaints |
| 38. Did the Call Centre inform you about the action taken on your complaint?   | 1 Yes 2 No   |
| 39. How satisfied are you with the system of resolving of your complaints by call centre/customer care/ helpline?  | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied  |



| (Ask this question only if 1 OR 2 is coded in Q.39)  40. Please specify the reason(s) for your dissatisfaction(MULTI CODING POSSIBLE)                         | Difficult to connect to the call centre executive     Customer care executive not polite/courteous     Customer care executive not equipped with adequate information     Time taken by call centre for redressal of complaint is too long     Customer care executive was unable to understand the problem     Others (please specify) |  |
|---|---|--|
| 41. Was your billing complaint resolved satisfactorily by call centre/customer care within four weeks after lodging of the complaint?                         | 1 Yes 2 No 9 Not applicable   |  |
| 42. Are you aware of the contact details of the Nodal Officer?  | 1 yes 2 No  |  |
| 43. Have you ever made a complaint to the nodal officer regarding your complaints not resolved or unsatisfactorily resolved by the call center/customer care? | 1 yes 2 No  |  |
| 44. Can you approach your Nodal Officer easily?   | 1 Yes 2 No  |  |
| 45. Did the Nodal Officer intimate you about the decision taken on your complaint?  | 1 Yes 2 No  |  |
| 46. How satisfied are you with the redressal of the complaint by the Nodal Officer?   | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied   |  |
| (Ask this question only if 1 OR 2 is coded in Q46) 47. Please specify the reason(s) for your dissatisfaction(MULTI CODING POSSIBLE)                           | Difficult to connect to the Nodal Officer     Nodal Officer not polite/courteous     Nodal Officer not equipped with adequate information     time taken by Nodal Officer for redressal of complaint is too long     Nodal Officer was unable to understand the problem     Others (please specify)                                     |  |
| 48. Are you aware of the contact details of the appellate authority for filing of appeals on complaints not resolved  | 1 Yes   |  |



| or unsatisfactorily resolved by Nodal Officer?  | 2 No — → (if no go to Q 52)             |
|---|---|
| 49. Have you filed any appeal to the appellate authority in the prescribed form in last 6 month?  | 1 Yes 2 No                              |
| 50. Did you receive any acknowledgement from the appellate authority?   | 1 Yes 2 No                              |
| 51. Did the appellate authority take a decision upon your appeal within 3 months of filing the appeal?  | 1 Yes 2 No 3 Appeal filed only recently |
| (Q52 to Q54 are for prepaid customers only)   |   |
| 52. Are you aware that a prepaid customer can get item-wise usage charge details, on request?   | 1 Yes 2 No                              |
| 53. Have you been denied of your request for item-wise usage charge details for your pre-paid connection?   | 1 Yes 2 No (if no go to Q 55)           |
| 54. What were the reason(s) for denying your request?   | 1 No reason given                       |
|   | 2 technical problem                     |
|   | 3 Others (please specify)               |
| For new customers only(Subscribed in last 6 months)   |   |
| 55. Have you been provided the Manual of Practice containing the terms and conditions of service, grievance redressal mechanism etc. while taking the connection? | 1 Yes 2 No                              |

THANK & TERMINATE



| Questionnaire - Cellular mobile teleph  | none service   |  |
|---|--|--|
| Name:   | Gender: 1 Male 2 Female  |  |
|   | urs): 1 less than 25 2 25-60 3 more than 60  |  |
|   |  |  |
| Occupation: 1 Service 2 Business/self employed  | d 3 Student 4 Housewife 5 Retired  |  |
| Operator: 1 Airtel 2 Vodafone 3 Idea 4  | <del>_</del>   |  |
| 5 RCOMm 6 Aircel 7 TATA 8 MT  | NL <b>User Type</b> : 1 Prepaid 2 Postpaid   |  |
| 9 Spice 10 BPL 11 HFCL 12 Shya<br>13 RTL 14 RISL 15 Dishnet 16  | am Type: 1 GSM 2 CDMA  5 Others (Specify)  |  |
| State: District Mo  | ode of interview: 1 Telephonic 2 In-person   |  |
| Address:  | <del>_</del>   |  |
| Dear Sir / Madam, Good Hi, I am from IMRB International one of the leading Market Research agencies in India. We are currently doing a study on behalf of TRAI (Telecom Regulatory Authority of India) to assess the satisfaction of consumers with the services provided by their respective service providers. Your responses would go a long way in determining the quality of service provided by your service provider. This will help TRAI to take necessary steps to improve the services further. The survey would take 15 minutes at best.  We assure you that your responses would be merged with the responses of others who are contacted in the survey. We also assure you that nowhere your identity would be revealed to either TRAI or your service provider.  A. SERVICE PROVISION |  |  |
| When did you last apply for mobile phone connection?  | 1 less than 6 month 2 6-12 month 3 more than 12 month — (If more than 12 month, go to Q 4) |  |
| How much time was taken to get the working connection (activation) after you applied and completed all formalities?   | 1 more than 7 days       2 4 - 7 days         3 2-3 days       4 1 day                     |  |
| How satisfied are you with the time taken to activate the mobile connection, after you applied and completed all formalities?   | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied                            |  |

1 Very Dissatisfied

3 Satisfied



4. In case your connection was temporarily suspended due to non-payment of bills, how satisfied are you

2 Dissatisfied

4 Very Satisfied

| with the time taken to reactivate service after you   | 9 Not applicable                                  |  |
|---|---|--|
| made the payment?   |   |  |
| B. BILLING RELATED – PREPAID CUSTOMER   |   |  |
| 5(a). How satisfied are you with the accuracy of charges i.e. amount deducted on every usage? | Very Dissatisfied 2 Dissatisfied                  |  |
| charges i.e. amount deducted on every usage:  | 3 Satisfied 4 Very Satisfied                      |  |
| (Ask this question only if 1 OR 2 is coded in Q5(a))  | 1 charges not as per tariff plan subscribed       |  |
| 5(b) Please specify the reason(s) for your  | 2 tariff plan changed without information         |  |
| dissatisfaction(MULTI CODING POSSIBLE)  | 3 charged for value added services not requested  |  |
|   | 4 charged for calls/services not made/used        |  |
|   | 5 Others (please specify)                         |  |
|   |   |  |
| C. BILLING RELATED – POSTPAID CUSTOMER  |   |  |
| 6. How satisfied are you with the timely delivery of  | 1 Very Dissatisfied 2 Dissatisfied                |  |
| bills?  | 3 Satisfied 4 Very Satisfied                      |  |
| 7(a). How satisfied are you with the accuracy of the bills?                                   | 1 Very Dissatisfied 2 Dissatisfied                |  |
|   | 3 Satisfied 4 Very Satisfied                      |  |
| (Ask this question only if 1 OR 2 is coded in Q7(a))  | 1 Charges not as per tariff plan subscribed       |  |
| 7(b). Please specify the reason(s) for your   | 2 Tariff plan changed without information         |  |
| dissatisfaction   | 3 Charged for value added services not subscribed |  |
|   | 4 Charged for calls/services not made/used        |  |
|   | 5 Others (please specify)                         |  |
|   |   |  |
| Have you made any billing related complaints in last  | 1 Yes   |  |
| 12 months?  | 2 No  |  |
|   | (II IIO, go to Q Io(a))                           |  |
| How satisfied are you with the process of resolution  | 1 Very Dissatisfied 2 Dissatisfied                |  |
| of billing complaints?  |   |  |
|   | 3 Satisfied 4 Very Satisfied                      |  |
| 10(a). How satisfied are you with the clarity of the bills                                    | 1 Very Dissatisfied 2 Dissatisfied                |  |
| issued by your service provider in terms of transparency and understandability?               | 3 Satisfied 4 Very Satisfied                      |  |
| (Ask this question only if 1 OR 2 is coded in Q10(a))   | 1 Difficult to read the bill                      |  |



| 10(b) Please specify the reason(s) for your | 2 Difficult to understand the language  |
|---|---|
| dissatisfaction(MULTI CODING POSSIBLE)      | 3 Calculations not clear  |
|   | 4 Item-wise charges like total minutes of usage of local, STD, ISD calls and charges thereon not given  5 Others (please specify) |

#### D. HELP SERVICES/CUSTOMER CARE

| 11. Did you complain or make a query in the last 12 months to the customer care/helpline/ call centre toll free number of your service provider? | 1 Yes                           | → (If no, go to Q 16)           |
|--|---------------------------------|---------------------------------|
| 12. How satisfied are you with the ease of access of call centre/customer care or helpline?  | 1 Very Dissatisfied 3 Satisfied | 2 Dissatisfied 4 Very Satisfied |
| 13. How satisfied are you with the response time taken to answer your call by a customer care executive?   | 1 Very Dissatisfied 3 Satisfied | 2 Dissatisfied 4 Very Satisfied |
| 14. How satisfied are you with the problem solving ability of the customer care executive(s)?  | 1 Very Dissatisfied 3 Satisfied | 2 Dissatisfied 4 Very Satisfied |
| 15. How satisfied are you with the time taken by call centre/customer care /helpline to resolve your complaint?                                  | 1 Very Dissatisfied 3 Satisfied | 2 Dissatisfied 4 Very Satisfied |

## E. NETWORK PERFORMANCE, RELIABILITY AND AVAILABILITY

| 16. How satisfied are you with the availability of signal of your service provider in your locality? | 1 Very Dissatisfied 3 Satisfied  | 2 Dissatisfied 4 Very Satisfied                           |
|--|----------------------------------|---|
| 17. How satisfied are you with the ability to make or receive calls easily?                          | 1 Very Dissatisfied 3 Satisfied  | 2 Dissatisfied 4 Very Satisfied                           |
| 18. How often do your calls drop during conversation?  | 1 Very Frequently 3 Occasionally | 2 Frequently 4 Never                                      |
| 19. How satisfied are you with the voice quality?  | 1 Very Dissatisfied 3 Satisfied  | <ul><li>2 Dissatisfied</li><li>4 Very Satisfied</li></ul> |

## F. MAINTAINABILITY



| 20. How often your mobile handset faces problem of signal?   | 1 Very Frequently 2 Frequently 3 Occasionally 4 Never           |
|--|---|
| 21. How satisfied are you with the availability of network (signal)?   | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied |
| 22. How satisfied are you with the restoration of network (signal) problems?   | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied |
| G. SUPPLEMENTARY SERVICES/VALUE ADDED SERV   | ICES  |
| 23. Do you use value added services like roaming, ring tone, GPRS, e-mail, voice mail or any other such services   | 1 Yes 2 No → (If no, go to Q 26(a))                             |
| 24. Did the service provider have your explicit consent before providing the chargeable value added service such as ring tone, e-mail/GPRS, voice mail etc.  | 1 Yes 2 No  |
| 25. How satisfied are you with the quality of the supplementary / value added services provided?   | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied |
| G. OVERALL CUSTOMER SATISFACTION   |   |
| 26(a). How satisfied are you with the overall quality of your mobile service?  | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied |
| (Ask this question only if 1 OR 2 is coded in Q26(a))  | 1   |
| 26(b) Please specify the reason(s) for your dissatisfaction(INTERVIWER TO ASK REASONS FOR DISSATISFACTION, RECORD THE VERBATIM)  | 2   |
|  |   |
| H. GENERAL INFORMATION  (Ask this question only if 1 OR 2 is coded in Q1)  27. Have you been informed in writing, at the time of subscription of service or within a week of activation of service the complete details of your tariff plan? | 1 Yes 2 No  |



| 28. Have you terminated your Mobile Phone connection in the last 12 months  | 1 Yes 2 No (If no, go to Q 32)   |
|---|--|
| 29. If Yes, please name your previous service provider?   | 1 Airtel 2 Vodafone 3 Idea 4 BSNL 5 R Comm 6 Aircel 7 TATA 8 MTNL                                    |
|   | 9 Spice 10 BPL 11 HFCL 12 Shyam 13 RTL 14 RISL 15 Dishnet 16 Others (Specify)                        |
| 30. How many days were taken by previous service provider for termination of your Mobile Phone connection?  | 1 more than 7 days 2 4 - 7 days 3 2-3 days 4 1 day   |
| 31. Did your service provider adjust your security deposit in the bill raised after you requested for termination?  | 1 Yes 2 No   |
| 32. Have you registered your telephone number for Do Not Call (DNC) registry with your service provider so that you do not receive unsolicited commercial calls / SMS?          | 1 Yes 2 No 3 Do not mind receiving such calls/SMS  |
| (Ask only if yes in Q32) 33a. Do you still receive unsolicited commercial calls/SMS and whether there is any change in the frequency of such calls /SMS                         | 1 Continued receiving 2 Slight decrease 3 Considerable decrease 4 Stopped receiving                  |
| 33b. Have you made any complaint to your service provider on getting such unsolicited calls/ SMS after registering for National Do Not Call (NDNC) Registry?                    | 1 Yes 2 No   |
| {Ask only if answered yes in Q 33 (b)} 33c. Please indicate the outcome of your complaint?  | Complaint was registered by the service provider  Service provider refused to register the complaint |
| 33d Please tell me the telephone number and the company/ agency from which the unsolicited calls/ SMS received? (INTERVIEWER TO RECORD VERBATIM RESPONSE IN THE SPACE PROVIDED) |  |



# QUESTIONNAIRE FORASSESSMENT OF IMPLEMENTATION AND EFFECTIVENESS OF TELECOM CONSUMERS PROTECTION AND REDRESSAL OF GRIEVANCES REGULATIONS, 2007

| 34. Are you aware of the three stage grievance redressal mechanism set up by your telecom service provider based on the regulations of TRAI for redressal of your grievances?                | 1 Yes 2 No   |
|--|--|
| 35. Which all stages of the three stage mechanism process set up by your telecom service provider for redressal of grievances of telecom consumers are you aware of? (MULTI CODING POSSIBLE) | 1 Call Centre 2 Nodal Officer 3 Appellate Authority 4 None of these  |
| 36. Have you made any complaint within last 6 months to the toll free Call Centre/customer care/Helpline telephone number?   | 1 Yes 2 No   |
| 37. Redressal of grievances mechanism provide for allotting docket number to consumers on his making the complaint. Please specify which of these applied the most to you.                   | No docket number received even on request     No docket number received for most of the complaints     Docket number received for most of the complaints |
| 38. Did the Call Centre inform you about the action taken on your complaint?   | 1 Yes 2 No   |
| 39. How satisfied are you with the system of resolving of your complaints by call centre/customer care/ helpline?  | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied  |
| (Ask this question only if 1 OR 2 is coded in Q.39)  | 1 Difficult to connect to the call centre executive  |
| 40. Please specify the reason(s) for your  | 2 Customer care executive not polite/courteous   |
| dissatisfaction(MULTI CODING POSSIBLE)   | 3 Customer care executive not equipped with adequate information   |
|  | 4 Time taken by call centre for redressal of complaint is too long   |
|  | 5 Customer care executive was unable to understand the problem   |
|  | 6 Others (please specify)  |
| 41. Was your billing complaint resolved satisfactorily by call centre/customer care within four weeks after lodging of the complaint?  | 1 Yes 2 No 9 Not applicable  |



| 42. Are you aware of the contact details of the Nodal Officer?  | 1 yes 2 No  |
|---|---|
| 43. Have you ever made a complaint to the nodal officer regarding your complaints not resolved or unsatisfactorily resolved by the call center/customer care?       | 1 yes 2 No ———— (if no go to Q48)   |
| 44. Can you approach your Nodal Officer easily?   | 1 Yes 2 No  |
| 45. Did the Nodal Officer intimate you about the decision taken on your complaint?  | 1 Yes 2 No  |
| 46. How satisfied are you with the redressal of the complaint by the Nodal Officer?   | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied   |
| (Ask this question only if 1 OR 2 is coded in Q46)  | Difficult to connect to the Nodal Officer   |
| 47. Please specify the reason(s) for your dissatisfaction(MULTI CODING POSSIBLE)  | 2 Nodal Officer not polite/courteous 3 Nodal Officer not equipped with adequate information 4 time taken by Nodal Officer for redressal of complaint is too long 5 Nodal Officer was unable to understand the problem 6 Others (please specify) |
| 48. Are you aware of the contact details of the appellate authority for filing of appeals on complaints not resolved or unsatisfactorily resolved by Nodal Officer? | 1 Yes 2 No  |
| 49. Have you filed any appeal to the appellate authority in the prescribed form in last 6 months?   | 1 Yes 2 No → (if no go to Q 52)   |
| 50. Did you receive any acknowledgement from the appellate authority?   | 1 Yes 2 No  |
| 51. Did the appellate authority take a decision upon your appeal within 3 months of filing the appeal?  | 1 Yes 2 No 3 Appeal filed only recently   |
| (Q52 to Q54 are for prepaid customers only)   |   |
| 52. Are you aware that a prepaid customer can get item-wise usage charge details, on request?   | 1 Yes 2 No  |
| 53. Have you been denied of your request for item-wise usage charge details for your pre-paid connection?   | 1 Yes 2 No (if no go to Q 55)   |



| Quality of Service – Survey module report for Namataka Gircle   |   |
|---|---|
| 54. What were the reason(s) for denying your request?   | <ul><li>1 No reason given</li><li>2 technical problem</li><li>3 Others (please specify)</li></ul> |
| For new customers only(Subscribed in last 6 months)   |   |
| 55. Have you been provided the Manual of Practice containing the terms and conditions of service, grievance redressal mechanism etc. while taking the connection? | 1 Yes 2 No  |

THANK & TERMINATE



#### Questionnaire - Broadband service

| Name   | e:  |  |
|--|---|--|
| Tel:   | Age (in years): 1 less than 25 2 25-60 3 more than 60   |  |
| Usag   | e Type: 1 Residential 2 Commercial  |  |
| E-ma   | il ID   |  |
|  |   |  |
| Airtel   | 4 BSNL 5  |  |
| RCO  |   |  |
|  | 11 HFCL 21 VSNL 22 Sify 23 Asianet User Type: 1 Prepaid 2 Postpaid  |  |
|  | 24 Ortel 25 You Telcom 26 Hathway 27 Others   |  |
| <b>2</b> 4 4                                   |   |  |
|  | :District   |  |
|  | of interview: 1 Telephonic 2 In-person 3 e-mail 4 Web/online  |  |
| Addr   | ess:  |  |
|  | e of SDCA (only for surveyor):e of POP (only for surveyor)  |  |
| India.<br>consu                                | Sir / Madam, Good Hi, I am from IMRB International one of the leading Market Research agencies in We are currently doing a study on behalf of TRAI (Telecom Regulatory Authority of India) to assess the satisfaction of imers with the services provided by their respective service providers. Your responses would go a long way in determining uality of service provided by your service provider. This will help TRAI to take necessary steps to improve the services or. The survey would take 15 minutes at best. |  |
|  | ssure you that your responses would be merged with the responses of others who are contacted in the survey. We also e you that nowhere your identity would be revealed to either TRAI or your service provider.   |  |
| QUESTIONNAIRE FOR CUSTOMER SATISFACTION SURVEY |   |  |
| A. SE  | RVICE PROVISION   |  |
| у  | Ifter registration and payment of initial deposit by ou within how many working days did the roadband connection get activated?  1 Within 15 working days 2 More than 15 working Days   |  |
| р  | How satisfied are you with the time taken in the rovision of the Broadband connection after egistration and payment of initial deposit by you?  1 Very Dissatisfied 2 Dissatisfied 4 Very Satisfied   |  |



| 3. In case your connection was temporarily suspended<br>due to non-payment of bills, how satisfied are you<br>with the time taken to reactivate service after you<br>made the payment? | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied 9 Not applicable   |  |
|--|--|--|
| B. BILLING RELATED - POSTPAID CUSTOMER   |  |  |
| 4. How satisfied are you with the timely delivery of bills?  | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied  |  |
| 5(a). How satisfied are you with the accuracy of the bills?  | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied  |  |
| (Ask this question only if 1 OR 2 is coded in Q5(a)) 5(b) Please specify the reason(s) for your dissatisfaction(MULTI CODING POSSIBLE)   | 1 Charges not as per tariff plan subscribed 2 Tariff plan changed without information 3 Charged for value added services not requested 4 Charged for calls/services not made/used 5 Others (please specify)                        |  |
| 6. Have you made any billing related complaints in last 12 months?   | 1 Yes 2 No   |  |
| 7. How satisfied are you with the process of resolution of billing complaints?   | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied  |  |
| 8(a). How satisfied are you with the clarity of the bills issued by your service provider in terms of transparency and understandability?  | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied  |  |
| (Ask this question only if 1 OR 2 is coded in Q8(a)) 8(b) Please specify the reason(s) for your dissatisfaction(MULTI CODING POSSIBLE)   | Difficult to read the bill     Difficult to understand the language     Calculations not clear     Hem-wise charges like total minutes of usage of local, STD, ISD calls and charges thereon not given     Others (please specify) |  |
| C. BILLING RELATED - FOR PREPAID CUSTOMER ONLY  9(a). How satisfied are you with the accuracy of 1 Very Dissatisfied 2 Dissatisfied  |  |  |
| charges i.e. amount deducted on every usage?   | 3 Satisfied 4 Very Satisfied   |  |



| (Ask this question only if 1 OR 2 is coded in Q9(a))   | 1 charges not as per tariff plan subscribed             |
|--|---|
| 9(b) Please specify the reason(s) for your dissatisfaction   | 2 tariff plan changed without information               |
|  | 3 charged for value added services not requested        |
|  | 4 charged for calls/services not made/used              |
|  | 5 Others (please specify)                               |
| D. HELP SERVICE  |   |
| 10. Did you complain or make a query in the last 12  | 2 1 Yes   |
| months to the customer care/ helpdesk/ calcentre toll free number of your operator?  | 2 No — → (If no, go to Q 15)                            |
| 11. How satisfied are you with the ease of access of   | 1 Very Dissatisfied 2 Dissatisfied                      |
| customer care or helpdesk/toll free number?  | 3 Satisfied 4 Very Satisfied                            |
| 12. How satisfied are you with the response time taken to  | 1 Very Dissatisfied 2 Dissatisfied                      |
| answer your call by a customer care executive?   | 3 Satisfied 4 Very Satisfied                            |
| 13. How satisfied are you with the problem solving ability   | 1 Very Dissatisfied 2 Dissatisfied                      |
| of the customer care executive(s)?   | 3 Satisfied 4 Very Satisfied                            |
| 14. How satisfied are you with the time taken by call  | 1 Very Dissatisfied 2 Dissatisfied                      |
| centre/customer care /helpdesk to resolve your complaint?  | 3 Satisfied 4 Very Satisfied                            |
|  |   |
| E. NETWORK PERFORMANCE, RELIABILITY AND AVA  | ILABILITY   |
| 15. How satisfied are you with the speed of Broadband  | 1 Very Dissatisfied 2 Dissatisfied                      |
| connection?  | 3 Satisfied 4 Very Satisfied                            |
| 16. How satisfied are you with the amount of time for which service is up and working?   | 1 Very Dissatisfied 2 Dissatisfied                      |
|  | 3 Satisfied 4 Very Satisfied                            |
| F. MAINTAINABILITY   | o Satisfied 4 Very Satisfied                            |
| 17. How often do you face a problem with your  | 1 Very Frequently 2 Frequently                          |
| Broadband connection?  |   |
|  | 3 Occasionally 4 Never                                  |
| (Ask if response to Q17 is Frequently/Very Frequently)   | 1 Problem was related to my computer hardware/ software |
| 18. What was the broadband connection problem faced by you in last twelve months related to, please specify(MULTI CODING POSSIBLE) | 2 Problem was related to the broadband connection       |
|  | and modem provided by the service provider.             |



| Quality of Service – Survey module report for Karnataka Circle   |   |
|--|---|
|  |   |
| 19. How satisfied are you with the time taken for restoration of Broadband connection?   | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied |
|  |   |
| G. SUPPLEMENTARY SERVICES  |   |
| 20.Do you use any value added services or supplementary services such as static/ fixed IP addresses, e-mail IDs etc. provided by the Broadband Service providers | 1 Yes 2 No → (If no, go to Q 22(a)                              |
| 21. How satisfied are you with the quality of such   | 1 Very Dissatisfied 2 Dissatisfied                              |
| supplementary services provided?   | 3 Satisfied 4 Very Satisfied                                    |
| I. OVERALL CUSTOMER SATISFACTION   |   |
| 22(a). How satisfied are you with the overall quality of your Broadband service?   | 1 Very Dissatisfied 2 Dissatisfied                              |
|  | 3 Satisfied 4 Very Satisfied                                    |
| (Ask this question only if 1 OR 2 is coded in Q22(a))  | 1   |
| 22(b) Please specify the reason(s) for your  |   |
| dissatisfaction(INTERVIWER TO ASK REASONS FOR DISSATISFACTION, RECORD THE VERBATIM)  | 2   |
| ,  |   |
|  | 3   |
|  |   |
|  | Questionnaire for   |
|  | veness of Telecom Consumers Protection and Redressal of         |
|  | nces Regulations, 2007  |
| GENERAL     23. Are you aware of the facility for measuring the  |   |
| broadband connection speed provided by your service provider?  | 1 Yes 2 No  |
| 24. Are you aware of the three stage grievance redressal 1 Yes   |   |
| mechanism set up by your telecom service provider be the regulations of TRAI for redressal of your grievances?   | 11:71816  |
| 25. Which all stages of the three stage mechanism proce  | ess set 1 Call Centre 2 Nodal Officer                           |
| up by your telecom service provider for redressal of griev   | I I 3 I ADDEIIAIE AUIIIOIIIV                                    |
| of telecom consumers are you aware of? (MULTI CODIN  | NG A None of these  |



POSSIBLE)

| 26. Have you made any complaint within last 6 months to the toll free Call Centre/customer care/Helpline telephone number?   | 1 Yes 2 No   |
|--|--|
| 27. Redressal of grievances mechanism provide for allotting docket number to consumers on his making the complaint. Please specify which of these applied the most to you. | No docket number received even on request     No docket number received for most of the complaints |
|  | 3 Docket number received for most of the complaints  |
| 28. Did the Call Centre inform you about the action taken on your complaint?   | 1 Yes 2 No   |
| 29. How satisfied are you with the system of resolving of your complaints by call centre/customer care/ helpline?  | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied                                    |
| (Ask this question only if 1 OR 2 is coded in Q.29)  | Difficult to connect to the call centre executive  |
| 30. Please specify the reason(s) for your dissatisfaction  | 2 Customer care executive not polite/courteous   |
| (MULTI CODING POSSIBLE)  | 3 Customer care executive not equipped with adequate information                                   |
|  | 4 Time taken by call centre for redressal of complaint is too long                                 |
|  | 5 Customer care executive was unable to understand the problem                                     |
|  | 6 Others (please specify)  |
| 31. Was your billing complaint resolved satisfactorily by call centre/customer care within four weeks after lodging of the complaint?                                      | 1 Yes 2 No 9 Not applicable  |
| 32. Are you aware of the contact details of the Nodal Officer?   | 1 yes 2 No — → (if no go to Q 38)  |
| 33. Have you ever made a complaint to the nodal officer regarding your complaints not resolved or unsatisfactorily resolved by the call center/customer care?              | 1 yes 2 No   |
| 34. Can you approach your Nodal Officer easily?  | 1 Yes 2 No   |
| 35. Did the Nodal Officer intimate you about the decision taken on your complaint?   | 1 Yes 2 No   |
| 36. How satisfied are you with the redressal of the complaint by the Nodal Officer?  | 1 Very Dissatisfied 2 Dissatisfied 3 Satisfied 4 Very Satisfied                                    |



| (Ask this question only if 1 OR 2 is coded in Q36)  | 1 Difficult to connect to the Nodal Officer                          |
|---|--|
| 37. Please specify the reason(s) for your dissatisfaction   | 2 Nodal Officer not polite/courteous                                 |
| (MULTI CODING POSSIBLE)   | 3 Nodal Officer not equipped with adequate information               |
|   | 4 time taken by Nodal Officer for redressal of complaint is too long |
|   | 5 Nodal Officer was unable to understand the problem                 |
|   | 6 Others (please specify)  |
| 38. Are you aware of the contact details of the appellate authority for filing of appeals on complaints not resolved or unsatisfactorily resolved by Nodal Officer? | 1 Yes 2 No   |
| 39. Have you filed any appeal to the appellate authority in the prescribed form in last 6 month?  | 1 Yes 2 No   |
| 40. Did you receive any acknowledgement from the appellate authority?   | 1 Yes 2 No   |
| 41. Did the appellate authority take a decision upon your appeal within 3 months of filing the appeal?  | 1 Yes 2 No 3 Appeal filed only recently                              |
| (Q42 to Q44 are for prepaid customers only)   |  |
| 42. Are you aware that a prepaid customer can get item-wise usage charge details, on request?   | 1 Yes 2 No (if no go to Q 45)  |
| 43. Have you been denied of your request for item-wise usage charge details for your pre-paid connection?   | 1 Yes 2 No (if no go to Q 45)  |
| 44. What were the reason(s) for denying your request?   | 1 No reason given  |
|   | 2 technical problem  |
|   | 3 Others (please specify)  |
| For new customers only(Subscribed in last 6 months)   |  |
| 45. Have you been provided the Manual of Practice containing the terms and conditions of service, grievance redressal mechanism etc. while taking the connection?   | 1 Yes 2 No   |

#### **THANK & TERMINATE**

