



# PARINEE DEVELOPERS PVT. LTD.

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Date: 6 July 2016

To

**GLOBAL RURAL NETCO LTD.,  
2<sup>ND</sup> Floor, Global Vision, ES2,  
TTC Industrial Area, Mahape,  
Navi Mumbai-400710.**

Kind Attn: Mr. Balan Menon

Dear Sirs,

With reference to the recent article in the media regarding "TRAI seeks views in access to telcos inside buildings", we wish to state our views on the subject as follows:

**Q1. Do you agree that there is a need to address the issues discussed in this consultation paper or the market is capable of taking care of these issues without having any policy intervention /guidelines in this regard?**

As Developers, we have a major stake in our projects and we also have basic service infrastructure which also includes telecom networks. In today's environment selling space or attracting licensees to our properties is difficult if Mobile coverage from multiple operators is not available. In many ways it has become a pre-requisite for our clients.

We have understood our customer requirements and after having spent many years in the real estate industry we have realized that the telecom needs are basically driven by our occupants/ licensee and hence we cannot restrict the choice of services/service providers, but rather need to plan for allowing common telecom infrastructure service providers who will provide multiple services from multiple telecom service providers. This will always ensure that the customer has the power of Choice.

IP-1 providers should be encouraged by the government.

**Q2. How can sharing of telecom infrastructure inside a commercial complex among service providers be encouraged? Should the sharing of such telecom infrastructure be made mandatory?**

Deployment of Multiple telecom networks inside complexes, by multiple service providers only adds to the complexity of cabling inside our premises. From our view point we would prefer to deal with one Organization the IP1 who can deploy common infrastructure and manage Operator as well as our requirements rather than deal with multiple TSP. We do not have the time nor the resources to deal

with multiple TSP's for this infrastructure. We have benefits seen this from our own experience the benefits of this.

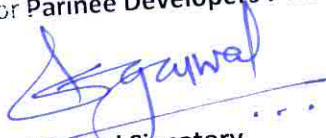
This shared infrastructure also ensures optimum utilization of space (Floor Level, In Shafts etc.) which is a scarce resource at our properties.

This letter is without any prejudice and we have only shared our views on the aforesaid two points. We state that we welcome the Government of India's initiatives to protect the consumers by having regulations/ guidelines in the telecom sector.

We feel that we are quite satisfied with the shared infrastructure model for inbuilding solutions.

Thanking You,

For Parinee Developers Pvt. Ltd.



Authorised Signatory