How can sharing of IBS among service providers be encouraged? Does TRAI need to issue any guidelines in this regard?

- **TEMA Response Excerpt:** *"The arrangement between MNOs and OSPs should also be regulated (as any other interconnect). It should be based on the principles of cost and TRAI/DOT will have to make this mandatory.To offer a level playing field, the license condition should stipulate that the OSP licensees shall not refuse connectivity to any licensed MNO. TRAI may issue guidelines with respect to rent/revenue share, QoS etc"*
- **Uninor Response Excerpt:** *"TRAI may propose guidelines in which the exclusivity with any specific service provider in IBS agreement with building owner should be disallowed. The existing contract with such clauses should also be asked to be amended."*

GRNL counter Response: The arrangement between the MNO's and OSP's in no way should be regulated. The basic business model of OSP's in case of IBS is to have an exclusive arrangement with the builder/developer to promote creation and usage of a common In Building Coverage Infrastructure.

An OSP being an Infrastructure Provider has sharing at the heart of its business model and is therefore not likely to restrict any service provider from entering the property. Since most of the OSP's providing In Building services have closed on the commercial understanding with the Service providers, the model is already working by itself and need not be regulated in any way which might weaken/kill the business model.

- **Vihan Response Excerpt:** *"It should be mandatory for OSPs/Service Providers to use indigenously developed Indian products in their IBS infrastructure since the incentive is already provided as a lower license fees."*

GRNL counter Response: In Building systems are deployed to improve the quality of wireless networks inside the buildings. The systems will gain more prominence and importance with the growth of 3G services as it requires better network quality levels. Any incentive provided to the players will be from a point of view of improving connectivity infrastructure and not for consumption of indigenously developed products. Owing to this fact, the OSPs should be free to choose the best system available based on specifications, real world performance and purchasing an indigenous product should not be made mandatory. OSP's will automatically use more and more indigenously developed products based on their own merit i.e. if the quality is at par with their imported counterparts and if they allow a significant reduction in capital or operating expenditure.