

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

**Answer 1** Yes the measures currently prescribed to ensure transparency in the tariff orders made by TSPs are adequate but its effective implementation must be ensured by the authority.

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

**Answer 2** The current definition relating to non-discrimination is acceptable.

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

**Answer 3** The rebate in rental, reduced STD/ISD charges, free SMS, free pulses/talk time, free Internet access, free gifts, and eligibility to win prizes either in the form of additional benefits in terms of talk time or prizes from other industries can be considered as features of a promotional offer and yes there should be a restriction on the number of promotional offers to be launched by a TSP.

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

**Answer 4** The relevant market in telecom services can be the relevant geographic market.

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

**Answer 5** Dominance in the relevant market can be defined as per the market share, resources of the enterprise and size of competitors. Other criteria may include consumer friendly schemes and other facilities.

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

**Answer 6** SMP can be assessed in each relevant market by share of the enterprise in the respective market and the various services.

**Question 7: What methods/processes should be applied by the Regulator to assess predatory pricing by a service provider in the relevant market?**

**Answer 7** With the methods given in Para 3.8, predatory pricing can be assessed by a service provider in the relevant market.

**Namrata Sharma**