

Hiranandani Group of Companies



Date: 6th July 2016

To
Telecom Regulatory Authority of India (TRAI)
MahanagarDoorsancharBhawan,
JawaharLal Nehru Marg,
New Delhi-110002.

Kind Attn: Shri.SanjeevBanzal, Adviser (NSL)

Dear Sir,

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 also have the responsibility of providing basic service infrastructure which also includes telecom networks to satisfy our client needs and maintain the same for extended periods of time. In today’s environment selling space or attracting tenants to our properties is impossible if Mobile coverage from multiple operators is not available. In many ways it has become a pre-requisite for our clients.

Developers and the market are capable of taking up any issues relating to commercials and modalities for the same and resolving them.

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 tenants 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 like GRNL should be encouraged by the government and industry to deploy shared Telecom infrastructure for major complexes,

Q2. How can sharing of telecom infrastructure inside a residential or commercial complex/airport/hotels/multiplexes etc 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

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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.

We conclude thereby, that we are quite satisfied with the shared infrastructure model for inbuilding solutions installed at different premises of Hiranandani Group particularly at Rodas-Meluha site.

Thanking You,
For **Hiranandani Group of Companies**



Joseph Martin
Vice President- IT
Hiranandani Group Of Companies