

NELCO / TRAI/ 212202
10.06.21

To
Advisor (BB&PA)
TRAI
MTNL, JLN Marg
New Delhi -02

Kind Attn: Shri Sunil Kumar Singhal

Sub: Supplementary Consultation paper on Road map to promote Broadband Connectivity and Enhanced broadband Speed

Dear Sir,

Please find enclosed our suggestion /comments on Supplementary Consultation paper on Road map to promote Broadband Connectivity and Enhanced broadband Speed

We M/s Tatanet Services Ltd (TNSL) , A Tata Enterprise, 100% Subsidiary of Nelco Ltd. is a Satellite Communication Service Provider and ISP (A) in India, providing highly reliable connectivity solutions across the country. TNSL currently holds licenses for Commercial VSAT Closed User Group (CUG) Communication Services, Internet Service Provider (ISP) and have the IFMC authorization from DOT.

Thanking you

For **Nelco Ltd.**



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Nelco's Response to
TRAI Supplementary CP on
Roadmap to Promote Broadband Connectivity and Enhanced Broadband Speed

Tatanet Services Ltd (TNSL) is a Satellite Communication (SatCom) Service Provider in India, providing highly reliable connectivity solutions across the country. TNSL currently holds licenses for Commercial VSAT Closed User Group (CUG) Communication Services and have the IFMC authorization from DOT. We have been playing an important role in the development and growth of VSAT services in important industry segments like Maritime, Aero IFC, Banking & Financial Services, Renewable Energy, Mining, offshore Oil & Gas exploration etc. We are the first to launch the IFMC services in India and have fully functional Maritime communication as well as well as Aero IFC services.

We strongly believe that SatCom services have a great future and will continue to play a very important role in bridging the digital divide in India. We have partnered with Telesat for deploying their LEO satellite based broadband services in India. For more than 30 years, SatCom is providing connectivity to the unserved and underserved locations in India. With LEO services, which are expected to be launched as soon as FY23, it will further enhance SatCom role in providing broadband services across India. We strongly feel that Satellite has a large role to play wrt enabling & expanding the broadband penetration in India and should be covered as part of this consultation paper.

Q1. What should be the approach for incentivizing the proliferation of fixed-line broadband networks? Should it be indirect incentives in the form of exemption of license fee on revenues earned from fixedline broadband services, or direct incentives based on an indisputable metric?

OUR RESPONSE

Satellite communication has been serving the country for more than three decades when no other technology was available and continues to serve today at areas where fixed-line or Cellular networks are not available or have constraints. As such Satellite communication is able to serve the needs for Broadband services very well in the remote and rural areas. Moreover, with LEO services, satellite communication is expected to contribute much more by way of offering extremely high capacity low latency (in lines with terrestrial media) satellite bandwidth at much lower prices at all locations – be it metro, teir-2 city or remote or difficult terrain in India.

It is important that Satcom is also incentivised to provide Broadband services in India. It is suggested to provide this incentive in the form of exemption of license fee on the revenue earned from Satellite based Broadband Services.