

Telecom User Group – India

Round Table Discussion on IUC

Friday, November 8, 2019

India International Centre
New Delhi



Setting the Context

- IUC is a mechanism at present to compensate the operator for infrastructure use for every call terminating on its network. So, every offnet incoming traffic gets them revenue, at present 6 paisa per minute.
- Back in 2017, TRAI had recommended to do away with it and implement BAK (Bill and Keep) method from Jan 1, 2020, which means there will be no IUC accruals settlement between operators.
- In September 2019, TRAI came up with a consultation paper inviting comments from stakeholders whether BAK should be implemented as planned or given an extension.
- TUC India has also made its stand clear by submitting a detailed counter comments document. Today's Round Table is in continuation to that to have views of experts which shall be compiled as a recommendations report.

What's the impact on stakeholders?

Government

- Fostering innovations
- Digital India
- Start-up India
- Revenue
- Ease of doing Business
- Quick Decision making

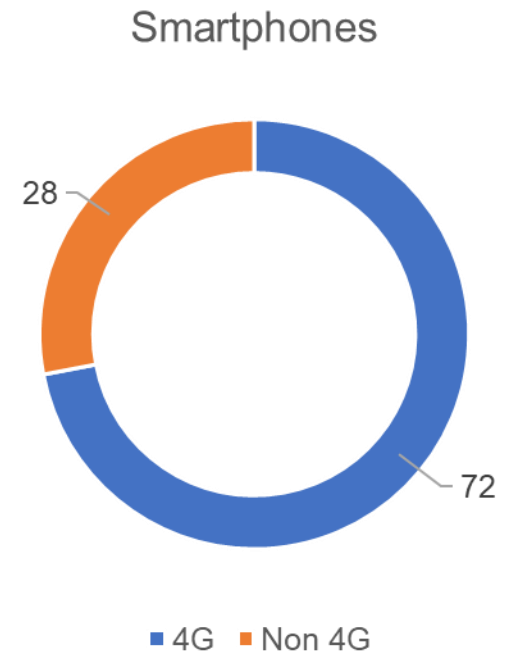
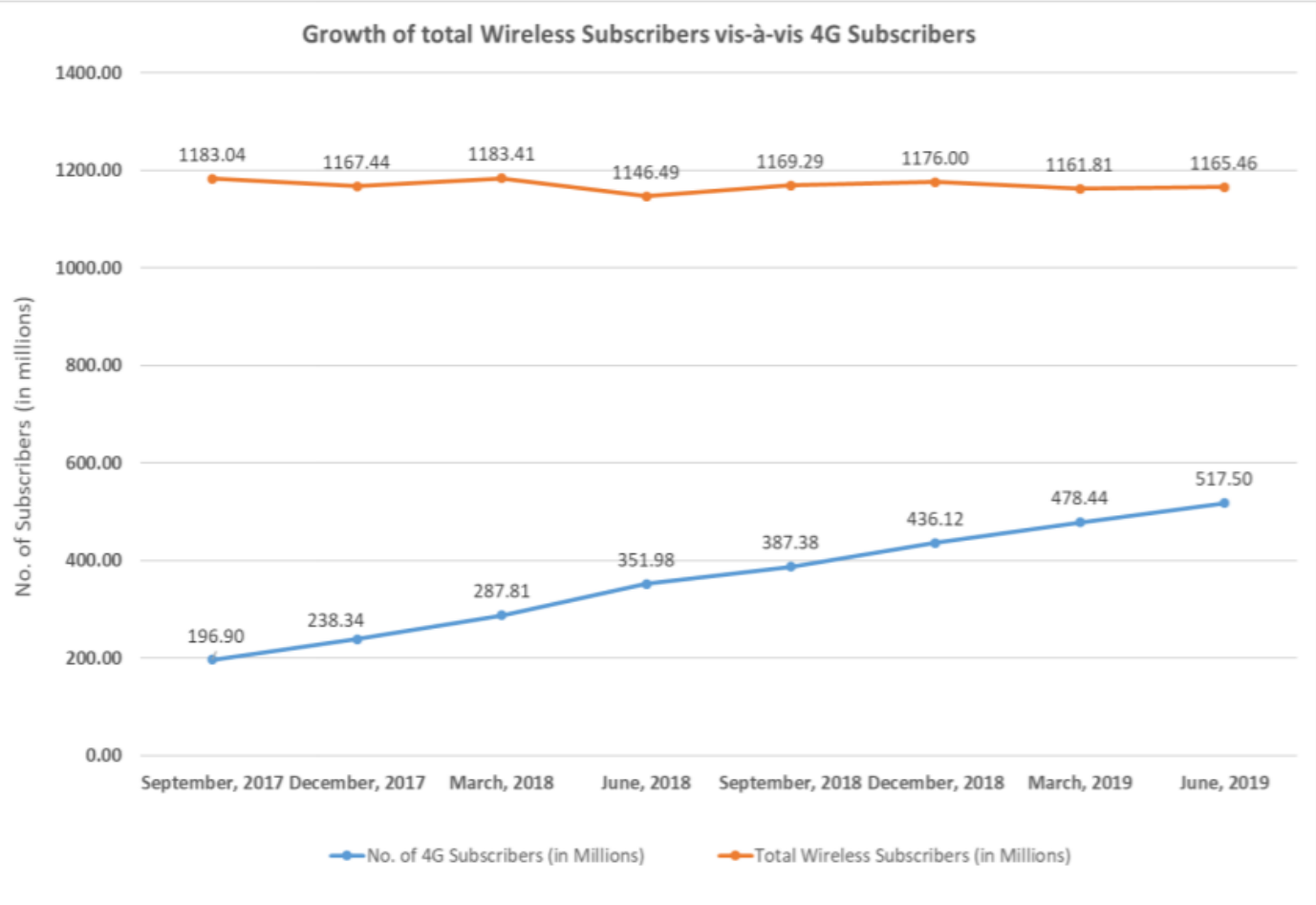
Industry

- Legacy versus NGN
- Current industry scenario
- New services and applications
- Global Competitiveness
- Cost of operations

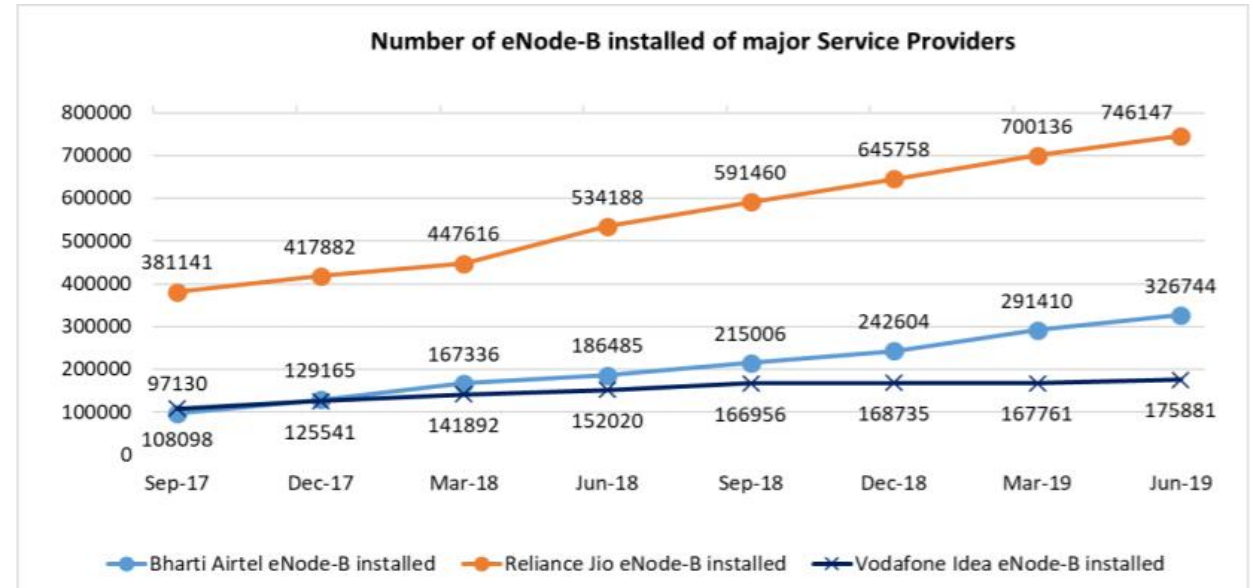
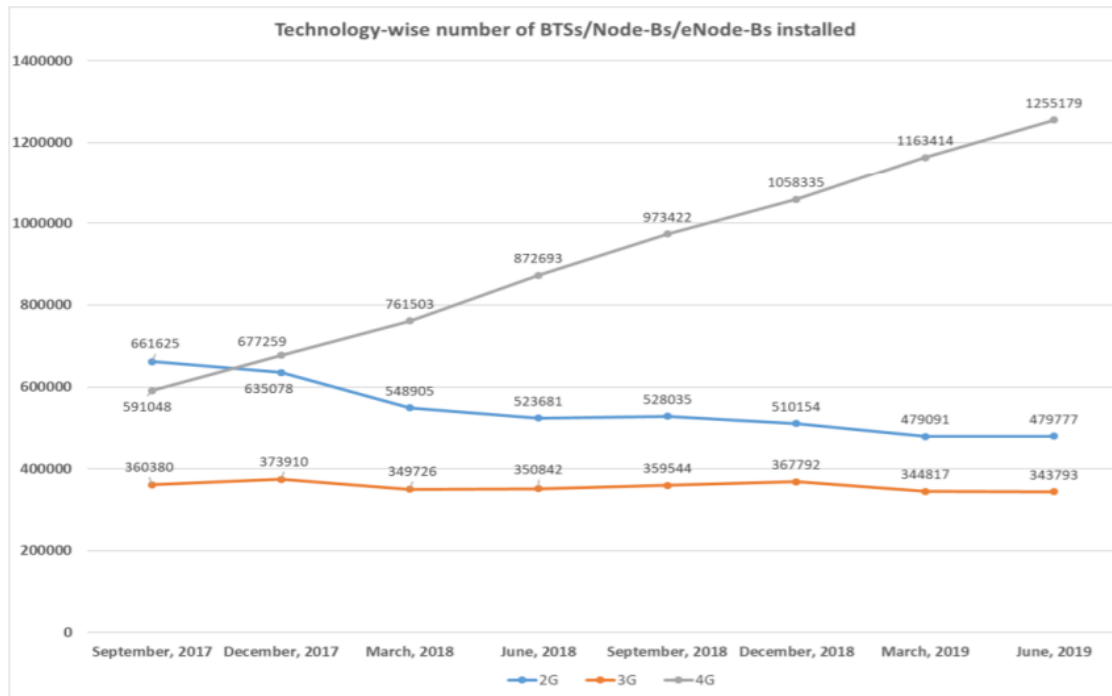
Consumer

- Consumers demand new services and applications
- Consumers are willing to pay for new technology.
- 72% of Smartphones in use in India are 4G.

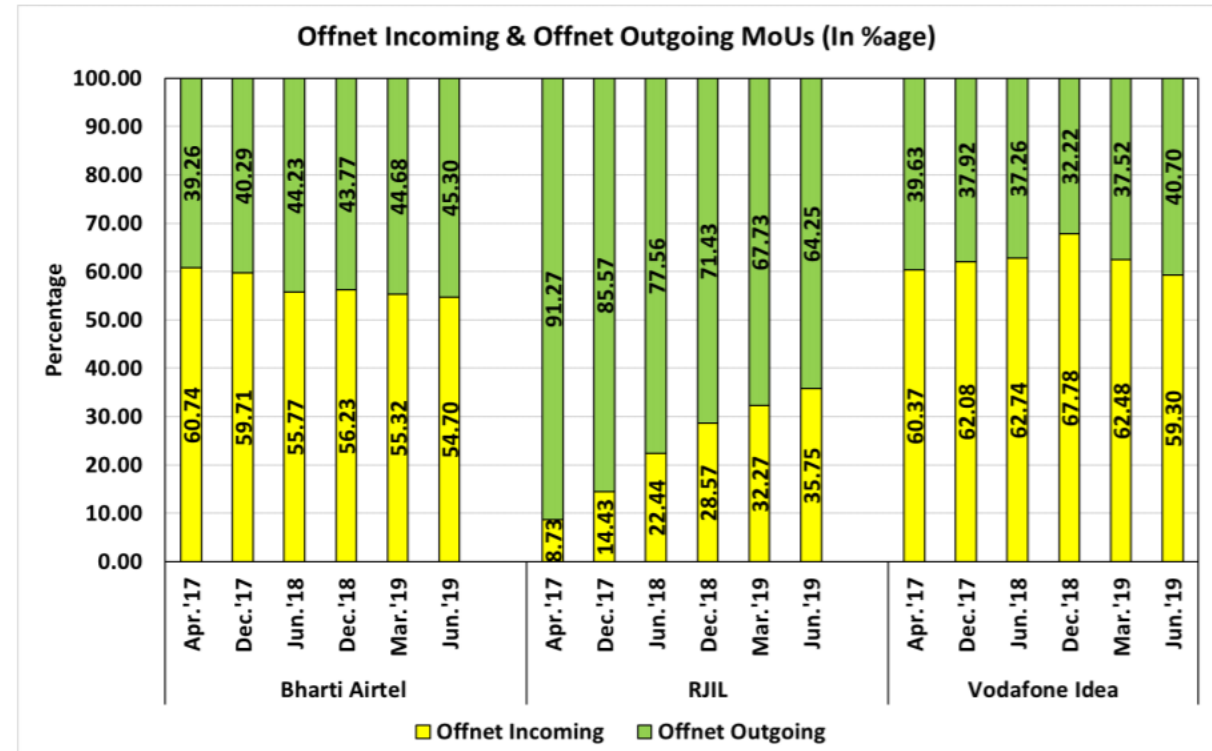
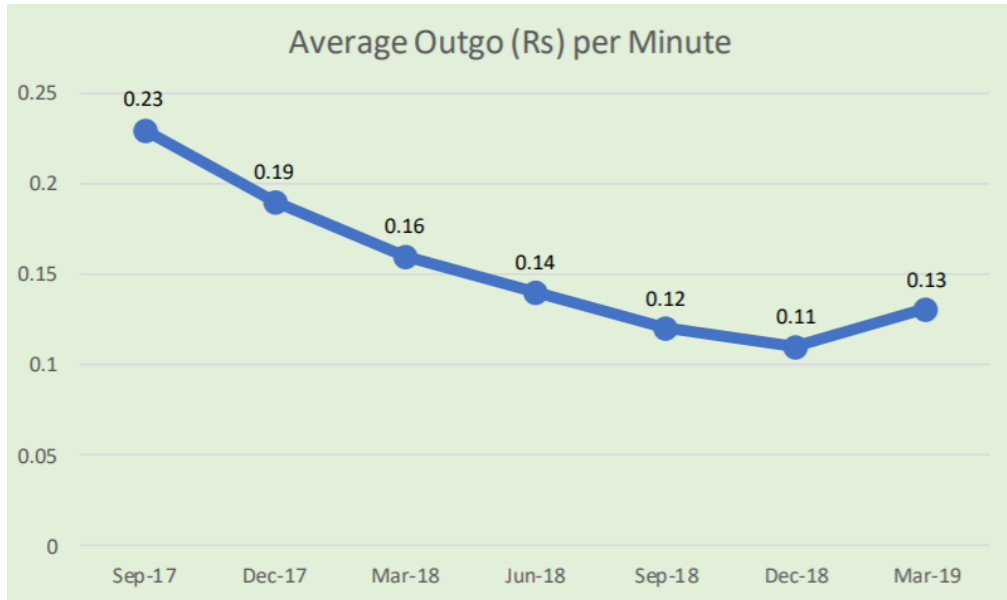
Industry Shifts



Industry Shifts



Industry Shifts



Is there a best way?

IUC

- Compensating existing operators for their infrastructure use.
- Unhealthy competitive landscape.

BAK

- Pushes the entire ecosystem for innovation and new technologies.
- Data orientation. Data is the new oil!
- Collaborative competition.

OPEN FOR DISCUSSION