



FASTWAY Transmissions Pvt. Ltd.

5th Floor, Grand Walk Mall, Opp. Gurdev Hospital,
Ferozepur Road, Ludhiana - 141 002 (Punjab)
Tel. : 0161-4044444, Email : fastway@fastway.in
CIN : U64202CH2007PTC030966

21st Oct, 2016

To
Mr.S.K. Singhal
Telecom Regulatory Authority of India,
Mahanagar Doorsanchar Bhawan,
Jawahar Lal Nehru Marg, Old Minto Road,
New Delhi -110002

Subject: Comments on Consultation paper on infrastructure sharing in broadcasting TV distribution sector.

Fastway would like to express sincere gratitude to the TRAI for taking up the Consultation Paper on Infrastructure sharing. Post digitalization, the cost of running the network especially in case of MSO's has gone up substantially. Infrastructure sharing will result in economies of scale and will also result in optimum utilization of the network. Infrastructure sharing will be best answer to the problems faced by MSO in covering the areas falling in Phase IV. Moreover this will result in healthy competition and the end subscriber will be benefitted as MSO's and DTH will compete among themselves to provide better content at reasonable subscription. Additionally it will become an extra source of revenue for the companies who are investing heavily in Infrastructure.

Please find below the point wise reply to the questions raised in the consultation papers

(1) Is there a need to enable infrastructure sharing among MSOs and HITS operators, or among MSOs? It is important to note that no mandate for such infrastructure sharing is being proposed.

Fastway recommends Infrastructure Sharing between MSO's and MSO's and HIT's operators. As per Fastway this will not only decrease the capital cost of the MSO's / HIT's Operators as their will be no repetition of infrastructure but will also result in increased competition. Decrease in capital cost will help MSO's / HIT's Operators to invest in better technologies. Increased competition will result in better services and more choice to the subscribers. Additionally it will help in standardization of the networks thus reducing conflicts between service providers.

(2) Which model is preferred for sharing of infrastructure among MSOs and HITS operators, or among MSOs? Kindly elucidate with justification.

Fastway will prefer Model No. 1 where all TV channels are down-linked at single point (As per Fastway it can be head-end of either HIT's operator or MSO). In case Model No. 2 is

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implemented, then all the benefits of infrastructure sharing cannot be derived. All MSO's will maintain their individual dish farms, Head-ends, CAS and SMS thus resulting in duplication of cost. Moreover separate bandwidth will be required for delivering feeds of multiple MSO's. In case of Model No. 1 a single dish farm, head-end, CAS and SMS can be used by multiple MSO's resulting in lower capital expenditure and will also lead to standardization of the networks.

Infrastructure sharing among DTH operators

(3) Is there a need to enable infrastructure sharing among DTH operators?

Fastway is only operating as a MSO and does not have any interest in DTH, thus will prefer not to comment on DTH.

Relevant issues in sharing of infrastructure

(4) What specific amendments are required in the cable TV Act and the Rules made there under to enable sharing of infrastructure among MSOs themselves? Kindly elucidate with justification.

Cable TV act does not permit sharing of Head-end, CAS, Call Centre and SMS. Additionally as per Licensing conditions a MSO need to have independent head-end, CAS and SMS.

Fastway recommend amendments in the same so as to enable MSO's to share Head-end, CAS, SMS and Call Centre. Network Operator can get the SMS and CAS configured in a way that the separate reports / logs can be generated for every MSO separately.

(5) What specific amendments are required in the MSO registration conditions and HITS licensing guidelines in order to enable sharing of infrastructure among MSOs and HITS operators? Kindly elucidate with justification.

As per clause 7 & 9 of License conditions, it is mandatory for MSO to have independent head-end, CAS and SMS for registration. Same needs to be amended for infrastructure sharing.

(6) What specific amendments are required in the guidelines for obtaining license for providing DTH broadcasting service to enable sharing of infrastructure among DTH operators? Kindly elucidate with justification.

Fastway is operating only as a MSO, thus Fastway prefers not to comments on the same.

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(7) Do you envisage any requirement for amendment in the policy framework for satellite communication in India to enable sharing of infrastructure among MSOs and HITS operators, and among DTH operators? If yes, then what specific amendments would be required? Kindly elucidate with justification.

As per licensing conditions, it is mandatory for MSO to have independent head-end, CAS and SMS for registration. Same needs to be amended for infrastructure sharing.

(8) Do you envisage any requirement for amendments in the NOCC guidelines and WPC license conditions relating to satellite communications to enable sharing of infrastructure among MSOs and HITS operators, and among DTH operators? If yes, then what specific amendments would be required? Kindly elucidate with justification.

Fastway is only operating as an MSO and in the case of MSO's no such requirements are stipulated.

(9) Do you envisage any requirement for amendments in any other policy guidelines to enable sharing of infrastructure among MSOs and HITS operators, among MSOs, and among DTH operators? Kindly elucidate with justification.

Except for the amendments as mentioned in point no. 8, Fastway recommends no other amendments.

(10) What mechanisms could be put in place for disconnection of signals of TV channels of defaulting operator without affecting the operations of the other associated operators with that network after implementation of sharing of infrastructure among MSOs and HITS operators, among MSOs, and among DTH operators? Kindly elucidate.

Fastway recommends installation of head-end, CAS and SMS with Network provider and control should be with Network provider. A tripartite agreement can be signed between Network Provider, Service Provider and Broadcaster and in case of dispute the responsibility for switching off services of particular Service Provider should lie with the Network Provider. In case Network Provider also defaults then penalization / license cancellation should be applicable.

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(11) Is there any requirement for tripartite agreement to enable sharing of infrastructure among MSOs and HITS operators, among MSOs, and among DTH operators? Kindly elucidate with justification.

Fastway recommends installation of head-end, CAS and SMS with Network provider and control should be with Network provider. A tripartite agreement can be signed between Network Provider, Service Provider and Broadcaster and in case of dispute the responsibility for switching off services of particular Service Provider should lie with the Network Provider. In case Network Provider also defaults then penalization / license cancellation should be applicable.

(12) What techniques could be put in place for identification of pirates after implementation of sharing of infrastructure among MSOs and HITS operators, among MSOs, and among DTH operators? Kindly elucidate.

All network providers should get the network audited from BECIL on yearly basis. Audit report of BECIL should be on public domain and Broadcaster should have right to access the same. Additionally Broadcaster should be permitted to do the audit on yearly basis. Additionally all Network Providers should provide online access of their SMS and CAS to BECIL. This will help in controlling Pirates.

(13) Is there any need for further strengthening of anti-piracy measures already in place to enable sharing of infrastructure among MSOs and HITS operators, among MSOs, and among DTH operators? Kindly elucidate with justification.

Regulations to curb piracy are already strong. Additionally any Service Provider engaging in piracy should be barred from operating for next six months in that particular location along with penalization. This will act as a deterrent and Service Provider will refrain from doing piracy.

(14) Is there a requirement to ensure geographically targeted advertisements in the distribution networks? If yes, then what could be the possible methods for enabling geographically targeted advertisements in shared infrastructure set up?

Geographical targeted advertisements can be enabled on the EPG of the STB's. The Service Provider can book the advertisement and Network Provider can enable the same on those particular STB's. Additionally the broadcaster and service providers can work out a methodology for geographically target advertisement by enabling the same on EPG of STB.

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(15) Whether it is possible for the network operator to run the scrolls and logo on the specific STBs population on request of either the broadcaster or the service delivery operator after implementation of sharing of infrastructure among MSOs and HITS operators, among MSOs, and among DTH operators? If yes, kindly elucidate the techniques.

Geographical targeted scrolls can be enabled on the EPG of the STB's.

(16) Whether implementation of infrastructure sharing affects the differentiation and personalization of the TV broadcasting services and EPG? If yes, then how those constraints can be addressed? Kindly elucidate with justification.

As per Fastway there will be no impact on differentiation and personalization of the TV broadcasting services and EPG. With new technology and small investment LCN numbers, EPG and channel mapping can be managed at local level.

(17) Whether, in your opinion, satellite capacity is a limiting factor for sharing of infrastructure? If yes, then what could be the solutions to address the issue?

Fastway is operating only as a MSO, thus Fastway prefers not to comments on the same.

Sharing of CAS and SMS

(18) Is there a need to permit sharing of SMS and CAS?

Fastway has always favored sharing of SMS and CAS. Setting up of the CAS and SMS require huge investment. With availability of cloud services, SMS and CAS installed at remote locations are equally effective. Shared CAS and SMS will help in standardizing processes and even small MSO's can avail benefits of high end CAS and SMS. This will also result in more transparency.

(19) If yes, then what additional measures need to taken to ensure that SMS data remain accessible to the tax assessment authorities and Authorized officers as defined in the Cable TV Act for the purpose of monitoring the compliance with relevant the Rules and the Regulations?

It should be responsibility of the Network Operator to get the SMS and CAS configured in a way that the separate reports / logs can be generated for every MSO. All network operators should get the network audited from BECIL on yearly basis. Audit report of BECIL should be on public domain and Tax Authorities should have right to access the same.

Reem



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(20) Whether sharing of CAS can in any way compromise the requirement of encryption as envisaged in the Cable TV Act and The rules and the regulations.

As per Fastway, sharing of CAS will not compromise the requirement of encryption as envisaged in the Cable TV Act.

(21) *In addition to the issues mentioned above, comments of stakeholders are also invited on any other issue relevant to the present consultation paper.*

As per Fastway there is no other pending issue.

Thanks & Regards

Authorized Signatory
(For Fastway Transmissions Pvt.Ltd.)