

Mr. S K Gupta  
Advisor MN  
TRAI  
New Delhi, India

Dear Mr. Gupta

Thanks for providing this opportunity to share our views on the Pre Consultation Paper on “Encouraging Telecom Equipment Manufacturing”. Enclosed are our views\*

Regards,

Sincerely,

Prof Rekha Jain  
Varun Chandra

\*views are personal

**Comments on the Pre Consultation Paper on “Encouraging Telecom Equipment Manufacturing” dated 6<sup>th</sup> May 2010.**

Given the significant contribution of telecom equipment manufacturing sector to GDP and telecom industry in general, we welcome the initiative of the TRAI to discuss and develop a clear roadmap of the equipment manufacturing sector. We believe authority should seek view of all stakeholders on the following issues:

- How does the licensing, custom and other duties in the Indian telecom manufacturing and equipment sector compare with other countries? What measures can be taken to encourage domestic manufacturing and R&D and simultaneously attract global players?
- What mechanism can be put in place to provide financial support for indigenous companies/products to counter the long term credit support given by foreign vendors?
- How do we support R&D for low cost solutions focused on rural telecom in India?
- What specific support, can we provide to telecom entrepreneurs for development of innovative products and services through the entire life cycle:
  - Ideas generation
  - Developing prototype
  - Access to fabrication units (for hardware products)
  - Proof of concept in the rural life environment (given the customization required to manage factors like no or erratic supply of electricity, low energy consumption devices, contextual user interface)
  - Testing (Access to national and international test beds)
  - Certification to international standards
  - Deployment
  - Commercialization
- How do we strengthen IPR regime for telecom startup products? How can we make it easier for startups to apply for patenting (including time and cost of patenting, given the short product life cycle of telecom products)?
- How can we create a framework for startups to patent their product internationally (as patents need to be filled in different countries)
- How to leverage the USO fund to support development of indigenous, R&D, design and manufacturing of services and product especially for the rural telecom market?

- What are the institutional mechanisms for supporting and developing cyber security thereby support mobile payments and services?
- How do we develop, support a national standards organization so that India specific standards and requirements can be embedded in the global standards processes?
- How do we develop the human resource that are required for creating and sustaining telecom R&D and manufacturing?