

Communique'17

➤ **Name of The committee** – Seminar Committee

➤ **Objectives of the committee** –

- To organize the flagship event of SITM successfully.
- Branding of college amongst aspiring students.
- To invite renowned dignitaries in the ICT industry from India and abroad.
- To showcase the talent of students in the industry.
- Leveraging tie ups with different companies to enhance placements of SITM.

➤ **Names in the committee Students**–

Senior Committee	Ad-Hoc Junior Committee
❖ AKSHAY BAKRE	❖ ADITYA SHARMA
❖ TEJAS SHAH	❖ SANKET WAGH
❖ ANKITA SINGH	❖ VAISHNAVI PISIPATI
❖ ROOHI SIDDIQUE	❖ PRAKHAR GUPTA
❖ SUMEET BHATIA	❖ NIKHIL INGOLE
❖ SUBHAJIT BISWAS	❖ AMEYA THORAT
❖ PALLAVI MISHRA	❖ MANALI VORA
❖	❖ APURVA PATIL
❖	❖ SARTHAK DHAR

➤ **Faculty in charge name** –

- Communiqué 17 Convener **Prof.Avinash Aslekar**
- On behalf of Convener **Dr. Giri Hallur**
- Communiqué 17 Co-Convener **Ms.Bhakti Vyawahare**

➤ List the activities undertaken in last one year i.e. December 2017 to February 2018

1. Transcript writing and Topic Selection

Our journey of Communiqué'17 started with recording Communiqué'16 in words by writing the Summaries and Transcripts of the Panel Discussions. This helped us as a team get a closer view of what Communiqué is. The team next brainstormed on the lines of the current happenings in the Telecom Industry to finalise the four Panel Discussion topics for Communiqué 17. The four topics decided were:

- 1) **5G**: Telco's prodigious child?
- 2) **Industry 4.0**: An audacious step towards automation.
- 3) **Evolving with Consolidation**: Realigning the telecom business.
- 4) **Blockchain and Cryptocurrency**: To be or not to be.

In context to these four topics the theme for Communiqué 17 was decided as *DEMISTIFYING THE TELECOM CONUNDRUM: Opportunité' illimitée*.

2. Speaker and Sponsor Database and Invite

The team next involved themselves in creating a database of suitable corporate speakers for the event via extracting contacts through LinkedIn. The invitation to the speakers were initiated by the senior team members in the mid of July. To make our event a grand one we also created a database of Sponsors and approached them with our event asking for sponsorship in various domains like Food & Beverages, Media, Apparel, Telecom etc. This year the team successfully got a good number of sponsors saving a good amount for various other uses.

3. External activity SIP

For any event to be grand people need to talk about it and there should be a buzz anticipating the D-Day, for which team Communiqué got brochures of the event printed along with a corporate kit and sent them to Corporate via an activity called the Corporate Interaction Program which helped us create a buzz in the corporate world. To gather an audience for the event we had a program in the second week of August called the Student Interaction Program in which the team along with other volunteers went to various Engineering Colleges and a few MBA colleges around the city and created awareness about our event encouraging the

students to register themselves for it. Our team managed to not only rope in Engineering students of ENTC, COMP and IT but also other lines like Chemical, Mechanical etc.

4. Internal Preparation for the Final day

After this the internal preparation for the event started which included sending invites to our very own Faculty members and Super-Senior team. Various committees worked together for Internal Branding in the campus and Branding on Social Media which helped us create a buzz about the event. An audio-video was prepared to showcase what exactly we have in our bag for everyone to see because we believe the attention of the audience is most captured by graphics. With the approaching of the D-Day preparations for Travel arrangements and Accommodation of speakers was carefully looked into by the team. Travel arrangements were also made for the students who had registered themselves from the city.

5. Logistics related to the final event:

The banners and posters of the event, Corporate and Student kits and all other arrangements were much in place as we awaited the D-day. The 15th of September, 2017 was the first day of Communiqué 16.

The event ended on 16th and was a huge success with the legacy taken forward from year 2016 to 2017. Dynamic situation handling helped the team to stand against all the odds and drive the event to greater heights.

➤ Major achievements:

1. Our flagship event communiqué was webcasted live on 15th and 16th of Sept.2016.
2. It has been viewed across the globe in 48 countries like USA (CA, VA, WA, TX, DE, NY, Seattle, and many more) ,UK ,UAE, Australia, Germany, South Africa, France, Ukraine, Japan etc. and most of the cities in India including Mumbai, Bangalore, Hyderabad, Chennai, Kolkata, Noida
3. Day One IPS-2295 hits-7769
4. Day Two IPS-2529 hits-8075
5. Total Hits 15844

We saw seamless integration for smooth functioning between various committees. Though the budget was approved late all the activities were on

track. The final settlement of the reimbursements was done in minimum number of days and the 2 day event was managed with no glitches.

➤ **Key learning's:** When we have a plan and a belief of executing and meeting the timelines set then all the work is done properly without any chaos and there is very less amount of tension. This is exactly how things shaped up during our journey through *communique'17*. Also, junior involvement throughout the seminar benefitted both seniors and juniors because:

- Juniors gave inputs in all decisions made by the seniors.
- Juniors felt themselves more involved and thus would be able to efficiently handle the functioning next year.

Also all committees should be in sync with each other for smooth functioning of the work. Keeping a good relation with all the committees especially with CIT, Alumni and Branding is important. Seeking help from the Branding team to create awareness about the event has been integral. Keeping in sync with both CIT and Alumni about the speakers was also important. In a pressure situation, we must analyze, take help from people and react calmly about it. Integration between senior and junior team was very good as we were involved in most of the activities and we could help the seniors in every possible way. Decision making ability should be supreme as dynamic decisions have to be taken as the date of the event comes closer. There should be a great precision in dealing with corporates as right amount of information needs to be shared with them and it must be seen that corporate gets everything which is required for him/ her ..

➤ **Major issues faced:** We saw an issue of last minute cancellation of speakers. A speaker might cancel his visit on the last minute that is on the day of the event too hence dynamic situation handling is must. Also the speaker should be given a good hospitality on the event day so that he/she is pleased and has no chance of agitation.

Another issue that was faced was of late budget approval which needs to be taken care of. All the topics and themes were getting decided even though

the final approval from the university was left and that helped a lot in making the event successful as everything was decided upfront. SIP was conducted very late and hence we could not give more number of days to a particular college. We needed to shift from one college to another quickly and get the best count. Also, some students had their university exams and some students had 10 days' vacation which affected the count a lot.

Committee contribution to SITM and students -

1. **ITS The flagship event** - The role of the committee has always been to give effort, achieve brilliance and creativity through work and consolidation so that the excellence of being a flagship event of the college should remain at par with its status.
2. **Trending topics** - The committee has sharply monitored the current industrial and market trend which evolve with technology and expansion of the ITC domain. The topics are interactive with both group discussions followed by panel discussion. The renowned people from the industry have been reviewing the topics as the most important and game changer phases of the technology ecosystem and the market.
3. **Corporate head from the industries top MNC, ICT** domain visit the college and they look up to the event as one of most prestigious and dignified platform for discussion on current trends, topics and the intra and inter changeable aspects of the industry. Hence this attraction of corporates has given us an open door toward creating a healthy and professional relationship with the corporates and gives us the scope for inviting them for the placements.
4. **This event has brought the whole student fraternity together on a single platform to work** with each other making it the backbone of the flagship event. This is the only event where the whole college together works as a team creating a humongous platform for the corporates.
5. **Branding is one of the elemental pillars** which have been strongly executed in a very broad margin by the committee so that it can attract more corporate from the industry and can hold the status and benchmark it has created. This also drives more students each year to participate in this event.

➤ **Inventory-**

1. Mobile Phone
2. Drawer and almirah keys
3. Corporate Folders
4. Glass Set and Tray

➤ **Database of the committee-** All the Database has been handed over to the junior committee.

➤ **Any other items to be handed over to Junior team -** NA

➤ **Whether all accounts related balances are clear-** Yes

➤ **Suggestions for improvement to junior batch** – The budget should be approved early on and proper team work is a must. Each and every task should be done under supervision of the mentors. Every enquiry mail from the Alumni or any co-corporate needs to be acknowledged without fail.

Inauguration ceremony:



Panel Discussion: 5G: Telco's Prodigious Child?



Panel Discussion: Industry 4.0: An audacious step towards automation



Evolving with consolidation: Realigning the telecom business



Blockchain and Cryptocurrency: To be or not to be



Key Note:



communiqué 17		Symbiosis Institute of Telecom Management				
International Telecom Seminar		Communiqué 17				
		Day 1- 15th September 2017				
Time	Minutes	Event	Speaker	Name	Designation	Organization
08:00Hrs- 09:20Hrs	80	Student Registration				
09:30Hrs- 09:45Hrs	15	Lamp Lighting Ceremony				
09:45Hrs- 10:00Hrs	15	Inauguration Speech	Abhijit Chirputkar		Director	SIITM
10:00Hrs- 10:15Hrs	15	Address	Dr. Rajni R. Gupta		Hon. Vice Chancellor	SIU
10:15Hrs- 10:30Hrs	15	Welcome Speech	Prof. Avinash Aslekar		Convener Communiqué 17	SIITM
10:30Hrs- 11:00Hrs	30	Chief Guest's Address Mr.Muralidhar Ghanta - TRAI				
11:00Hrs- 11:20Hrs	20	Unveiling of Prevision 18, TBR & Prayukti				
11:20Hrs- 11:50Hrs	30	Networking Break				
11:50Hrs- 12:20Hrs	30	Prevision Presentation				
12:20Hrs- 12:40Hrs	20	Guest of Honor Mohan Sitharam - Subex				
12:40Hrs-13:00Hrs	20	Keynote Session Aditya Rao - PWC				
13:00Hrs- 14:00Hrs	60	Lunch Break				
14:00Hrs- 15:00Hrs	60	Panel Discussion 1 -5G: Telco's Prodigious Child?	Muralidhar Ghanta		Principal Advisor	TRAI
			Anagjit Gupta		Founder, MD & CEO	QED Sigma
			LV Sastry		National Business Head	Aircel
			Vikas Thanvi		Senior Sales Director	Syniverse
			Charles Santhosam		Solution Director	HCL Technologies
			Sanjay Harwani		Vice President Engineering	Parallel Wireless
			Dr.Avinash Joshi		Senior Principal Consultant	Tech Mahindra
			Vishal Mathur		Vice President-Solution Integration	Alepo
15:00Hrs- 15:20Hrs	20	Keynote Session Sandipan Chattopadhyay - Xelpmoc				
15:20Hrs- 15:40Hrs	20	Networking Break				
15:40Hrs- 16:40Hrs	60	Panel Discussion 2- Industry 4.0: An Audacious Step Towards Automation	Mubin Shaikh		Director, Advisory-Risk Consulting	KPMG
			Niladri Dutta		Regional Consulting Lead- Digital Transformation	Ericsson
			Inderjeet Singh		Director - Strategic Accounts	Scampoint
			Gopalakrishna Bylahalli		Senior Vice President & CTO	Happiest Minds
			Sairam Vedam		VP & Head - Global Marketing	Cigniti
			Vaibhav Sumant		Head - Presales	Xoriant
			Prashant Sreenivas		Regional Manager-Strategic Sales	Dell EMC

Schedule: Day1

Schedule: Day2

Symbiosis Institute of Telecom Management						
Communiqué 17						
International Telecom Seminar						
Day 2- 16th September 2017						
Time	Minutes	Event	Speaker	Name	Designation	Organization
08:00Hrs- 09:00Hrs	60	Student Registration				
09:00Hrs- 09:15Hrs	15	Welcome Address	Abhijit Chirputkar		Director	SITM
09:15Hrs- 09:45Hrs	30	Chief Guest Vikram Tiwathia - COAI				
09:45Hrs- 10:05Hrs	20	Academic Awards				
10:05Hrs- 10:25Hrs	20	Star Alumni Awards				
10:25Hrs- 10:45Hrs	20	Networking Break				
10:45Hrs- 12:00Hrs	75	Panel Discussion 3- Evolving With Consolidation: Realigning The Telecom Business	Vikram Tiwathia	Deputy Director General		COAI
			Sachin Sharma	Head- Talent Acquisition		LAVA
			Satya Gupta	Country MD		BlueTown
			Girish Dave	Deputy Director, Deputy CTO		ZIE
			Nikhil Dondre	MD- Technology Consulting		Protiviti
			Jagnoor Singh	Marketing Head, Maharashtra and Goa		Airtel
			Madhur Sharma	Global Head-Business Development, CVS		Mahindra Comvi
		Vaibhav Mehta	Senior Vice President		Sterite Tech	
12:00Hrs- 13:00Hrs	60	Lunch Break				
13:00Hrs- 13:25Hrs	25	Keynote Session: Vikas Gupta - Vodafone				
13:25Hrs- 13:50Hrs	25	Keynote Session: Niam Doctor - GreenCoinX				
13:50Hrs- 14:15Hrs	25	Networking Break				
14:15Hrs- 15:15Hrs	60	Panel Discussion 4- Blockchain and Cryptocurrency: To be or not to be	Bharat Panchal	Senior VP & Head- Risk Management & Chief Information Security Officer		NPCI
			Chittu Babu	Chief Operating Officer		Wire Card AG
			Niam Doctor	President and CTO		GreenCoinX
			Joel Divekar	Director		Dev Ops
			Puneet Chhabra	Head of Marketing & FinTech Engagement		Edge Verve
			Sayantan Datta	VP- New Product Innovation & Blockchain CoE Lead		Gepact
			Pankaj Mittal	Global Head EUSS		Tata Comm
		Ashish Sharma	Partner - Risk Advisory		Deloitte	
15:15Hrs- 15:35Hrs	20	Vote of Thanks	Mrs. Bhakti Vyavahare	Co-Convenor Communiqué 17		SITM
15:35Hrs- 15:50Hrs	15	Valedictory Address	Akshay Bakre	Chief Student Coordinator, Communiqué 17		SITM

Communique`17

International Telecom Seminar

Report



Dr. Rajini Gupte (Honorable Vice Chancellor)

Good Morning ,

With immense ecstasy I would like to extend a very warm welcome to **Mr. Muralidhar Ghanta**, Principle advisor Regional office TRAI Hyderabad and the Guest of Honor, **Mr. Mohan Sitharam** , Global head for people's Initiatives at Subex , all the invited speakers ,faculty members, students and other participants who are all present here. I am extremely delighted that we have over 700 students from engineering colleges in pune attending this conference and webcasting the conference is a wonderful approach to reach out to the umpteen of alumni, academicians and experts from the Industry. I bring to you greetings from ,Chancellor of the Symbiosis International University Dr. S.B Mujumdar and Dr. Vidya Yeravdekar ,the Pro-Chancellor of the Symbiosis International University, who were unable to join.

The kind of topics year marked for the event's discussion are the current topics also which establish and define the interface with telecom along with business interpretation of the same. The speakers of the seminar will definitely render a lot of food for the thought. When I think back about SITM being established way back in 1996, I am reminded of the fact that, Symbiosis has always had the vision to start programs, which are the need of the Industry that really being the key distinguishing feature of this University. Starting programs in International Business, Telecom Management, Banking and Finance, Geo Informatics each of these niche areas which we have explored have their presence in very few Universities. Furthermore, the forte of Symbiosis, is the way in which we interact with the Industry. At Symbiosis we are very well integrated with the Industry, drawing upon resources from the industry to design the

curriculum, because they are a part of the advisory committee, academic counsel, and other boards of studies. Besides that, continues interaction sessions as these, are a feature in every Institute of Symbiosis enabling students to have opportunities to listen from the industry stalwarts and thinkers who share current best practices.

In addition to this I think Symbiosis can pride itself on its close connect to the community. Remaining rooted and making sure that we stay associated with the reality is extremely important. For our students, Institutional Social Responsibility is a vital feature. At the University level we have adopted over 23 villages around the vicinity of the University. These are small hamlets, which are extremely ill served. We cater to the healthcare facilities in those areas, also in addition to the health care facilities, we have our students of all Institutes participating to enhance awareness about computers, health on a continuing basis. I believe this connect with the community around enriches our students tremendously. Strong academics, strong interface with the Industry, deeply rooted in the community which we serve around us are the key features of the University. Every Institute of Symbiosis lives by these ideals. It's no wonder then that, most of our Institutes are ranked amongst the top in the Country. Our University is ranked by India Today in the recent survey as number 10th across all public and private universities in the Country bringing to us tremendous pride.

My heartiest congratulations to the SITM team for Communique'17, I am sure all of you are now looking forward to the wonderful speakers pouring their thoughts down. I wish you a wonderful feast for your ears and brain. I am sure you will take away a large amount of thoughts which will help you build your careers as you move ahead.



Prof. Avinash Aslekar (Convenor Communique`)

Good Morning,

Honorable Vice Chancellor, Dr. Rajini Gupte Symbiosis International University, our chief guest for today Dr. G .Muralidhar , principal advisory TRAI Hyderabad, dignitaries in the audience , faculty, staff, students from different engineering colleges in pune. I would like to welcome you to the 7th International Telecom Seminar, Communique'17. We also have with us Mr. Mohan Seetharam, Global Head of People's Initiatives, Subex, Mr. Sanjay Harwani, Vice President Engineering, Parallel Wireless, Mr. Rohit Dodi, Regional Director HR, Syniverse. I would like to extend heartiest welcome to all of you.

The idea behind Communique is to bring stalwarts from the industry, to discuss the current issues in the ICT domain, what problems the industry is facing, in what direction the industry is going and to come at a consensus as to what course of action the industry would take as it goes ahead to resolve those issues. Since 2006 we have started to weave the topics around a common theme. It is the 21st year of our International Telecom Seminar and this is the 7th year of International Telecom Seminar. Last year the theme was “**Digital Coup D'état: Bolstering Transformation to Digital Economy.**” The crux of the event was to gain the complete view of how digital economy and industry would go hand in hand transforming the lives of the society around us. The speakers for last year were Mr. Vikas Grover , CIO Vodafone India, Aniruddha Basu, Vice President, Idea Cellular India, Abhishant Pant, Director Prepaid Digital, Visa, Mr. Ashutosh Vasant, Key Project Manager, Railwire- Railtel Corporation of India.

Now this year we look forward to solve the maze of technologies like IOT, AI, 5G, their impact on the industry and on common human being. The usage of these technologies is ambiguous unless these are made to touch lives of the individuals they are bound to deliver chaos and skepticism. The companies are gaining heights of efficiency with the aid of technologies but are we touching the individual life at the bottom of pyramid is the question to be answered. And that's why we have the theme : **“Demystifying the telecom Conundrum : Opportunite Illimitee”** .

These technologies provide lot of opportunities they are also likely to cause disruption in the market. One amongst the topics to be discussed is Industry 4.0. Industry 1.0 was a mechanized production, Industry 2.0 was mass production , Industry 3.0 was automated production and now Industry 4.0 illustrates smart factories. In Manufacturing industries and food industries, most of the processes are fully automated rather almost unattended. It is a matter of intense curiosity to identify the applications of IOT and their benefits to the end consumers. To enable this wave , it has to be backed by technologies like 5G. Possibly 5G will be offering enhanced mobile broadband to the individual user, but for the industry it is ultra reliable low latency communication or massive machine type communication. 5G needs be supported by software defined networks, but are they in the mature stage? All those things are inter woven. And that's why we would like to clear the fog by conducting panel discussions on topics like 5G: Telco's Prodigy Child, Industry 4.0 : An audacious step towards automation.

One more problem now is, as the technologies emerge, they will eliminate certain roles and create certain roles, in this process the telcos would have to find out new revenue streams, possibly there would be mergers, consolidations so we would like to discuss upon evolving with consolidation : realigning the telecom business. The last panel discussion will be on blockchain and cryptocurrency : To be or not to be. For IT students, it is merely a link list, but in how many ways it can be deployed, is the crux of the discussion. Evaluating the unique benefits of blockchain apart from that as crypto-currency would erupt a captivating discussion. I am sure our students would like to know as to in what direction Industry is moving and what kind of developments are being taking place. It would be enlightening to understand the issues bring addressed by the experts and possibly guide our techno-managers at SITM.

Thank you very much.



Murlidhar Ghanta (Principal Advisor, TRAI)

The latest subjects rolling in the telecom world are being conversed in this platform. Quality of service which is always a concern at both ends, operator as well as the consumer. TRAI's journey in dealing with the regulations of Quality of service started in 1997 as a parliamentary act. The focus of TRAI is not just only on telecom service but it is diverging in to the aspects of broadcasting and digitizing. TRAI deals with various things that include telecom tariff, interconnection, quality of service, spectrum issues, licensing and several regulations are issued with respect to the customers, service providers and with respect to various issues like net neutrality in order to shape the destiny of telecom in our country. Defining the norms by which the quality of service is measured in the prime focus for TRAI. These parameters of measure are tightened to see that best quality of service reaches the customer.

Under the umbrella of TRAI's regulations, various facets are crystallized and a consultative approach is taken up to come up with best results. Open house discussions are conducted and suggestions, feedbacks are gathered from stakeholders, TSP's that help monitor the quality of service. Quality of service is a collective figure encompassing domains of usability review, availability, security, scalability, capacity, architecture, performance testing that have to be satisfied to meet the standards. Quality of experience is a vital parameter in addition to others to meet the customer needs and customer satisfaction. The technical factors of the quality of experience are end to end network, network/service coverage, CPE/Handset functionality where as non-technical factors include content, pricing, customers care etc. Both of these divisions have to be dissected to define the quality of end user experience. The need to regulate quality of service emerges from the price-quality trade off done by the operators. Left to the market conditions, where mobile number portability is introduced, customers can migrate from one plan to another and one service provider to another. But unless quality of service issues are addressed effectively the customer portability will carry no weight. Anything and everything that has to be changed needs to be measured.

There are predominantly two approaches that TRAI follows enforcement approach and encouragement approach. The encouragement approach relies on power of publicity , crowd sourcing, and analytics gathered directly from consumers, where as enforcement approach sets the benchmarks for parameters to be measured and calculates the performance. TRAI has conducted more than 100 open house discussions and COP's so far. Along the lines with these feedbacks and suggestions actions are taken. Feedback is collected from consumers via various applications designed by TRAI like the myspeed app. The observations are displayed on the TRAI analytical portal to understand the claims around.

Call drop rate that is the number of successful calls made by the customer is the major concern for the TRAI and the benchmark for it is set as 2%. Similar to this there are a lot of aspects of performance have to be examined practically. The consumer complaint forum also is being enhanced and best efforts are made to resolve maximum of the logged complaints to increase consumer satisfaction. Benchmarks are set of all the data speeds, the set standard though varies depending upon the data rate. When it comes to 4G the benchmarks become stringent due to increase in data requirements.

To bring in transparency in this entire system applications such as myspeed app, QoS analytics portal, mycall rate app and drive tests portal were launched last year. With the help of these applications consumers have the power to make an informed decision while choosing the operator and the technology depending on his other requirements of data or only mobile. But more or less the track is good so far and we are able to take lot of inputs from various corners. So we also have different static data, network related data , customer service quality data, billing data that we monitor and do analytics in the QoS portal.

It is also important to understand the other side of the story ,what are the reasons quoted by the service providers for not meeting the QoS. Some of the reasons are higher volume of traffic during festive time, low call volumes, extreme weather conditions, agitations and theft of hardware etc. All this information is also plotted and analyzed. So these are the elements of quality of service which the service providers should adhere. It is vital to educate the customers regarding their rights.

With all these efforts of the QoS regulation we have analyzed is that the customers are not satisfied. The real quality is not perceived by the end user gratifying to an average approach. TSP's often try to bring in strategies to get away with the call drop rate within the set benchmarks. To eliminate this we have conducted a drive test in 63 cities across the country and gathered all the information. The solution to these problems is being constantly drilled down by TRAI through various systems and theories like the four quadrant approach and isolation approach to check the performance at micro level.

We identify a lot of customer issues and to explicate those we conduct a lot of surveys and other indexes continually. Because the emergence of technologies which is now only human to human will magnify in to human to machine, machine to machine communications. This journey hence is similar to the Robert Lee Frost poem,

“The woods are lovely dark and deep but I have promises to keep”.

We need to ensure that QoS is monitored, and the customer is always satisfied. The theory and practical knowledge should never be far from each other, they should always converge at a point. To build a successful telecom dynasty in future valuable suggestions and intriguing questions from different ends are essential to prosper.



Vikram Tiwathia (Deputy Director General, COAI)

Vikram Tiwathia has started with COAI and working to align a membership which is a very fear competitor in the market space, but there are lot of common you know common issues they face with the regulator I believe yesterday you had the TRAI gentleman here so a telecom is one business which is very dependent on what kind of regulations that come up. So, there is heavy dependency because it is a lot of capex of the front where you got the layout of front and recovery is on paper second time. You earn your money really slowly so a what kind of regulation that happens in you know you pay up for spectrum the spectrum government expects you to pay a huge amount of money upfront but then you recover it over a long period of time. So the point which I am emphasizing here is that for you as students to see that while you are talking about MBA finance and all you must also look at the regulatory landscape because that has the direct [bearingin](#) telecom sector particularly post liberalization so one of the big thing was 99 initially as you know the services were very expensive companies were having a hard time so government took a relook and then change the approach to revenue share so earlier you have to give all money to buy your license but since a telecoms were not recovering their

investments so the governments do say ok let's do revenue share whatever is your income percentage of that comes to the government. So that model change. The second thing was calling party pays so in many countries when you go both sides pay for a call or an SMS. When in India we turned it to calling party pays that made a huge difference so that's where present contribution the lowest tariffs in the world out of a total of 6 and a half lakhs villages 5 lakh have been covered, 6.5% of GDP and directly to 25 jobs directly or indirectly 18 lakhs.

He was also mentioning digital revolution which is in progress since last few years which are used by top internet companies. These transformations are mainly due to Telecom sector which are responsible to provide high speed internet connectivity all over the globe. Government has realized that technology is a major you can use technology to measure to provide lot of services to the common man, but which all technology based on high speed internet. So, Government has taken initiatives towards Digital India, Smart-cities, Swach-Bharat. Now, we have several smartphone based features like digital commerce, payment banks, data monetization etc. All apps are internet oriented and therefore smartphone or 3G 4G coverage. COAI gave network coverage of the entire country as 2G, 3G, and 4G. Population of India uses 2G phones as well. On 2G network, digital payment service are on *99# based on USSD channel so that works.

He was also mentioning about 5G that it is a wireless technology. The wireless spectrum are used for IMT which is the current year of 3G, 4G service is limited to 6GHz from all the international band 6GHz. So the discussion that's happening at the ITU and the World radio congress which in 2019 so at the WRC 15 spectrum bands for 5G services were identified. And is will get finalized in WRC 19 it's a four years cycle right? So the important is the because of the sheer number of devices when you are talking about MTC, normally official term in MTC officially in the 5G thing. Machine type communications and under that you have M2M and IOT and all. This network which is there has to come down merge into halls like this into your homes and with straight furniture. Because the higher you go into spectrum band the lesser you know is the distance on which you can communicate. So what happens is from the antenna or the radiator through the consuming devices you got close to each other that's the reason why higher the spectrum band and more millions on these devices in the wireless domains the network has to come down and merge. Essentially, 5G is machine type communications which have high bandwidth, low running cost and very low use of power. The future is going to be digital services. All these convergence and same telecoms are providing you banking service plus may be cloud service you know IP based calling.



Evolving with Consolidation: Realigning the Telecom Business

The day began with the welcoming of the guests for the panel discussion on Consolidation impacts for telecom business. The moderator of the discussion was Mr. Vikram Tiwaria who is serving as the deputy director general of the COAI. The other panelists included Mr. Sachin Sharma, head of talent acquisition of Lava International, Mr. Satya Gupta, Mr. Girish Dave, Mr. Jugnoor Singh and Mr. Madhur Sharma. The discussion began with Mr. Vikram throwing light on a few topics about mergers and acquisitions, falling ARPUs and finding alternate revenue streams. The discussion was started by Mr. Jugnoor Singh. He gave insights about the fact that content would play the most important factor in generating new revenue streams. He emphasized on the fact that the network infrastructure is now in place and should be utilized to deliver superior customer experience. Then Mr. Vikram brought Mr. Madhur Sharma into the discussion. He also carried forward the point shared by Jugnoor. He said that the mobile screen is the new real estate and to capture the share of this mobile screen the companies need to focus on creating rich quality content. Then the discussion was carried forward by Mr. Girish Dave. He talked on the point that the infrastructure for the new technologies is in place and that needs to be blended with the video content which occupies the major chunk of the consumers' time online. He also dwelled about the investments and sustainability of those investments in the new technological deployments. The Mr. Vikram brought in Mr. Satya Gupta into the discussion who talked about the regulatory aspects related to mergers and acquisitions. He also stressed on the fact that there are a lot of costs associated with the M&A in terms of compliance with the various regulatory bodies. The discussion was carried forward by Mr. Sachin Sharma who talked about re skilling of the workforce in order to bring in efficiencies for the

manufacturing of the devices. He said that this will enable the penetration of 4g services and also lead to more employment opportunities.

The discussion was followed by the questions from the crowd which was taken up by different panelists.



Blockchain & Cryptocurrency: To Be or Not to Be

The discussion began by Mr. Bharat Panchal explaining the evolution of currency starting from the time of mughal king Sher-Shah Suri to BHIM App. Then he asked the first question to Mr. Neelam Doctor what he thinks about the term Digital Currency or Crypto Currency. Neelam Doctor talked about Bit-Coin created a Block Chain, Block Chain represent a ledger and that is what Crypto Currency is. He explained how coins are transferred from anywhere in the world to any place within 10 minutes without a third party. He also mentioned that he is against Bit-Coin but in favour of Block Chain. He gave an example explaining the need of Aadhar-KYC authentication in order to use Bit-Coin. Mr. Puneet Chhahra talked about technological foundation he received from SITM and his interest which led him from financial services to insurance and finally to Banking software. He talked about his company Finacle. He supported the notion put up by Mr. Neelam Doctor not to talk about Bit-Coin but loves to talk about Block Chain and its great potential. He also discussed news article about jammy Demon which was published a few days prior to Communiqué 17.

Mr. Chitti Babu talked about his company Wirecard. He also discussed the current scenario where financial institutions like Banks are earning a lot moving money from A to B. He talked

about a company Abra and IndiaSpell which provide global money transfer facility. He also share his experience meeting Mr.Ratan Tata at a global conference held in Chicago. He also talked about how UAE and Central Bank how already using Block Chain. Lastly he put light on the linkage of two Aadhar Card for money transfer put forward by Mr.Neelam Doctor. Mr.Satyanan Dutta started his conversation with an example of healthcare equipment company explaining how the different parties document everyday transactions. He also discussed the challenges a lot of company face while experimenting the infrastructure. Mr.JoelDivekar advocated Block Chain as a good technology. He discussed how block chain implementation of linking multiple bank and financial institutes can create success to manage financial transactions and record legal transactions.He introduce the term Bharat Chain which is a hybrid providing transactions of Bharat Coins.

Mr.Bharat Panchal asked Mr.Pankaj Mittal about his views regarding India going predominant on Bharat(rural area) or Bharat going to merge with India in terms of adoption of technologies like Bit-Coin or Cryto Currency. Mr.Pankaj Mittal answered Mr.Bharat Panchal's question using the way people connect for different services. He talked about the challenges faced in Indian Geography and praised the Block-Chain technologies and IoT continuing to create more and more used cases for domain specific businesses. Mr.Bharat Panchal shared his experience of meeting a poor villager who not only understand the concept of Bit-Coin but have already invested in the same. He connected the Bit-Coin and Digital Currency with cyber-crime. Mr.Ashish Sharma explained the existence and development in Bit-Coin in other part of the world. He noted out the level of penetration of Bit-Coin. He also discussed about Bit-Coin wallets. Mr.Bharat Panchal mentioned the new statistics of new people bought in banking. Adding to the same he shared an example explaining the level of education in our country. Mr.Neelam Doctor explained what aadhar is and how we can be able to send coins from aadhar based Block-Chain. He also quoted that a crypto currency is going to survive and it will help Block-Chain to survive.BlockChain independently will never survive in the scenario.