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त्रैमासिक: अक्टूबर 2016 - दिसम्बर 2016
Quarterly: October 2016- December 2016



सत्यमेव जयते

दूरसंचार विभाग
Department of Telecommunications
संचार मंत्रालय
Ministry of Communications
भारत सरकार
Government of India
नई दिल्ली
New Delhi

त्रैमासिक न्यूज़लेटर Quarterly Newsletter



Today, India is one of the fastest moving telecom markets in the world with its unprecedented increase in tele-density and sharp decline in tariffs. Such vibrancy in the telecom market plays a significant role in the country's economic growth.

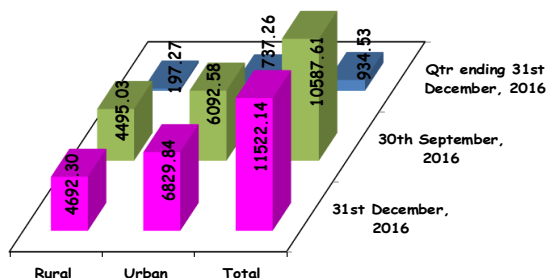
The Government has launched an ambitious '**Digital India**' programme to transform India into a digitally empowered society. As part of this ambitious programme, the Government has initiated the project BharatNet, a high speed digital highway to connect Gram Panchayats, has the potential to connect every nook and corner of the country digitally and deliver e-governance services to its citizens.

This Quarterly Newsletter tries to highlight the major initiatives and achievements of the DoT, during the quarter ending **December, 2016**.

Indian Telecom Scenario

The number of telephones has increased to 11522.14 lakh as on 31st December, 2016 from 10587.61 lakh on 30th September, 2016, registering an increase of 934.53 lakh during the period. This rise is attributed to an increase in number of telephones in the private sector by 906.22 lakhs during the period.

Telephones

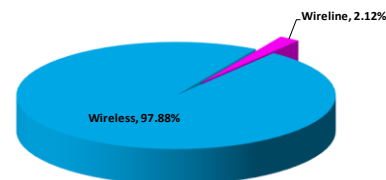


beginning of the quarter increased to 89.94% by the end of the December 2016.

Compositional Changes

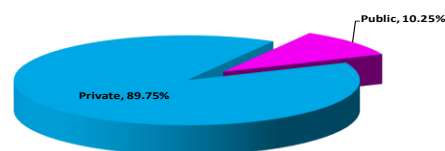
Wire line Vs. Wireless

The preference for use of wireless telephony continues. This is confirmed from the rising share of wireless phones, which has reached 97.88% (11278.10 lakh) as on 31st December, 2016. On the other hand, the share of wire line was 2.12% (244.04 lakh) as on 31st December, 2016.



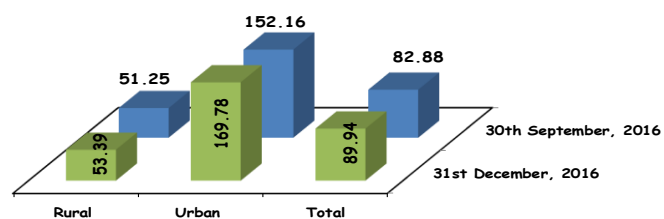
Public Vs. Private

In public sector, there was an increase of 28.31 lakh phones during the quarter ending December, 2016. However, in private sector there was increase of 906.22 lakh phones during the same period and total telephones in the country increased by 934.53 lakh. The public sector having 1180.65 lakh (10.25%) phones as against 10341.49 lakh (89.75%) phones of the private sector as on 31st December, 2016.



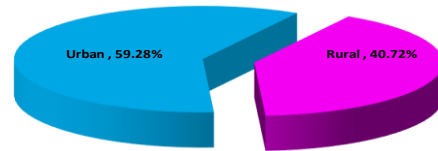
The tele-density, which was 82.88% in the

Tele-density



Rural Vs. Urban

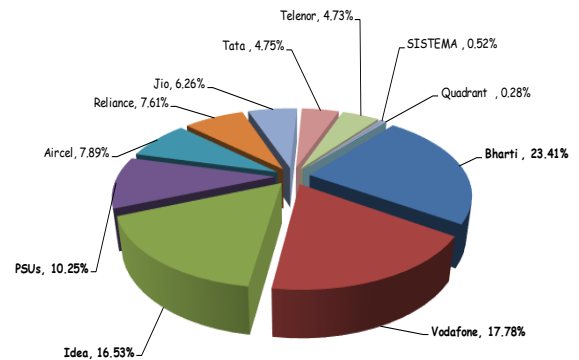
There has been increasing trend in the share of rural phones in the total phones. As on 31st December, 2016, the share of urban was 59.28% (6829.84 lakh) compared to 40.72% (4692.30 lakh) of rural areas.



The rural tele-density stands at 53.39% as compared to the urban tele-density of 169.78% as on 31st December, 2016.

Operator wise performance

The operator-wise analysis indicates that PSUs' still have a large share of 70.54% in the wire line segment. Private operators, on the other hand, have a share of 91.06% in the wireless segment and 89.75% in total phones reported as on 31st December, 2016. Bharti has the highest share of 23.41% in the total telephones, followed by Vodafone (17.78%), Idea (16.53%), PSUs (10.25%) and Aircel (7.89%).



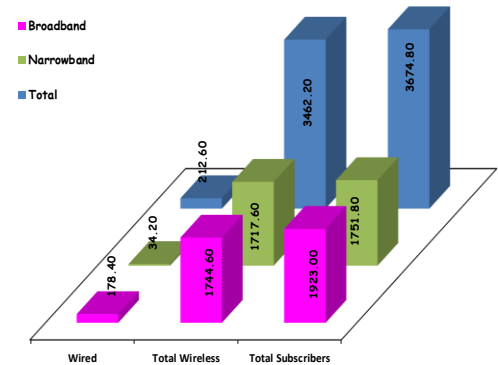
Internet Penetration

Internet usage in the country is on the increase. The number of Internet subscribers (both broadband and narrowband put together) which was 3426.50 lakh at the end of Mar.'16 has increased to 3674.80 lakh by the end of September, 2016, a rise of 7.25%.

Trends of Internet Subscribers (in Lakh)							
Total Internet Subscribers (Includes wired, fixed Wireless and Mobile Wireless)	Mar.'15	Jun.'15	Sept.'15	Dec.'15	Mar.'16	June'16	Sept.'16
		3023.50	3194.20	3249.50	3316.60	3426.50	3504.80

The number of subscribers accessing internet via wireless phones etc. was 3462.20 lakh and there were 212.60 lakh wired internet subscribers at the end of September, 2016. Wireless internet subscribers constitute 94.21% of the total internet subscribers.

Internet subscriber base in India - September 2016 (in lakh)

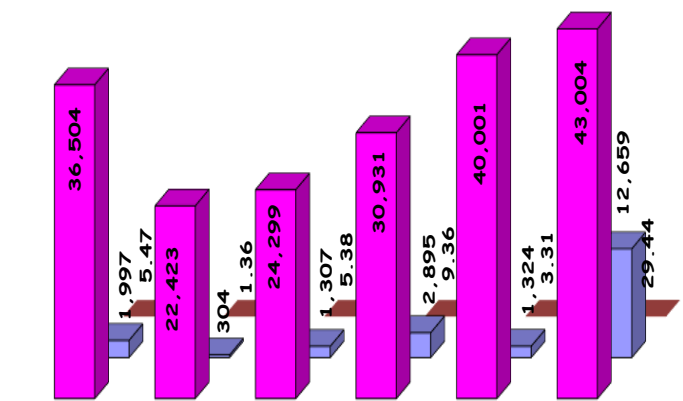


The number of Broadband subscribers, which was 1923.0 lakh at the end of 30th September'16, increased to 2360.90 lakh as on 31st December '16 with an increase of 437.90 lakh.

Foreign Direct Investment (FDI) Inflows

FDI in telecom sector has helped the expansion of telecom services in the country which has led to affordable telecom services to the masses and created greater employment opportunities in the country. FDI up-to 100% is allowed in Telecom Services, with up-to 49% being permitted via automatic route and beyond 49% via government route. FDI up-to 100% is also allowed in manufacturing of telecom products under the automatic route.

FDI Equity Inflows (US\$ in million)



Actual flow of FDI inflow in telecom sector "April 2000 to December 2016" is of the order of US\$ 31,041 million*. During the period April 2016 - December 2016, Telecommunications Sector attracted FDI Equity inflows of US\$ 12,659 million*.

	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17 (April 2016- December 2016*)
India	36,504	22,423	24,299	30,931	40,001	43,004
Telecom Sector	1,997	304	1,307	2,895	1,324	12,659
Share of Telecom in Total	5.47	1.36	5.38	9.36	3.31	29.44

(* It includes the total FDI of US\$ 7,120 million received by Vodafone (VIL) during April- December, 2016)

Important Initiatives/Achievements in Department of Telecommunications during the quarter ending December, 2016 are as under:

MAJOR ACHIEVEMENTS, ACTIVITIES AND PERFORMANCE OF TRAI

TRAI has played catalytic role in the development of the telecom, broadcasting and cable services. It has been its endeavour to provide an environment, which is fair and transparent, encourages competition, promotes a level-playing field for all service providers, protects the interest of consumers and enables technological benefits to one and all. Under the TRAI Act, 1997, TRAI is mandated, inter-alia, to ensure compliance of the terms and conditions of license, lay down the standards of quality of service to be provided by the service providers and ensure the quality of service, specify tariff policy and recommend conditions for entry of new service providers as well as terms and conditions of license to a service provider. TRAI's scope of work also includes consideration and decisions on issues relating to monitoring of tariff policy, commercial and technical aspects of interconnection, principles of call routing and call handover, free choice and equal ease of access for the public to different service providers, resolution of conflicts that may arise due to market developments and diverse network structures for various telecom services, need for up-gradation of the existing network and systems, and development of forums for interaction amongst service providers and interaction of the Authority with consumer organizations.

During the third quarter of financial year 2016-17 i.e. October-December 2016, the Authority, in discharge of its functions assigned under the Telecom Regulatory Authority of India Act, 1997, has given recommendations, framed Regulations and issued tariff orders which are discussed in the following paragraphs:

Recommendations

- (i) **Recommendations dated 21st October, 2016 on Violation of the provisions of License Agreements and the Standards of Quality of Service of Basic Telephone Service**

(Wireline) and Cellular Mobile Telephone Service Regulations, 2009 by M/s Airtel, Vodafone & Idea

The Authority has recommended to Department of Telecom that a penal action of Rs.50 crore per LSA where POI congestion exceeded the allowable limit of 0.5% may be initiated against M/s Bharti Airtel Ltd., M/s Idea Cellular Ltd. & M/s Vodafone India Ltd.

(ii) Recommendations dated 16th December 2016 on “Licensing framework for Audio Conferencing/Audiotex/Voice Mail Services”

TRAI received a reference from the Department of Telecommunications for review of the terms and conditions for issue of fresh licences for Voice Mail/Audiotex/Unified Messaging Services (UMS) and for migration of existing licenses.

Keeping in view the changes in technology and the resultant new user applications and service delivery scenarios, there was a need to review the technical specifications, financial terms and conditions, scope and guidelines for the Voice Mail/Audiotex/Unified Messaging Services (UMS) and the licence conditions.

The Authority after carefully examining various issues emanating from the written submissions of the stakeholders and Open House Discussions issued Recommendations on 16th December 2016.

The salient features of the Recommendations are as under:

- A new chapter for authorisation titled “Audio Conferencing/ Audiotex/Voice Mail services” should be added in the Unified Licence. However, licensees with Access Services licence authorisation should also be allowed to provide these services.
- The latest TEC specifications on Audio Conferencing/Audiotex/Voice Mail should be specified in the technical conditions of the recommended chapter in UL subject to modifications or updations from time to time. However, Licence terms and conditions should override anything mentioned in the technical specifications.
- The clauses in the ‘Operating Conditions’ of the existing Voice Mail/Audiotex/Unified Messaging Services licence should be made a part of the recommended chapter on Audio Conferencing/ Audiotex/Voice Mail in the Unified Licence. Dial out facility using

resources of more than one access service provider may be allowed with the condition that STD/ISD traffic should not be bypassed.

- The terms and conditions for providing these services under access service authorisation as well as under Audio Conferencing/ Audiotex/Voice Mail services authorisation recommended by the Authority, should be same.
- Calls originating from PSTN/PLMN/GMPCS/Internet Telephony networks should not be interconnected with those from Private/CUG networks.
- There should not be any standalone licence for Unified Messaging Service. The UMS service may be provided with access service authorisation or Internet Service authorisation under Unified Licence.
- In the recommended chapter for Audio Conferencing/ Audiotex/Voice Mail services authorisation under UL the service area should be National Area only. The services should not be used in whatsoever manner for any illegal by pass of STD/ISD traffic of any licensed access service provider.
- The financial terms and conditions for the recommended Audio Conferencing/Audiotex/Voice Mail authorisation under UL should be as follows:

Sl No	Service	Mini- mum Equity (₹ Cr.)	Minimum Net worth (₹ Cr.)	Entry Fee (₹ Cr.)	PBG (₹ Cr.)	FBG (₹ Cr.)	Application Processing Fee (₹ Cr.)
1	Audio Conferencing/ Audiotex/ Voice Mail (National Area)	Nil	Nil	0.100	0.100	0.010	0.0015

- The annual licence fee for the recommended Audio Conferencing/ Audiotex/Voice Mail Service authorisation should be made same as that in other licence authorisations in the Unified Licence (which is presently 8% of Adjusted Gross Revenue; inclusive of USO levy which is presently 5% of AGR).

- The definition of AGR for the recommended Audio Conferencing/ Audiotex/Voicemail service authorisation under Unified Licence should be made similar to that for access service authorisation under Unified Licence.
- The Authority reiterates its recommendations on “Definition of Revenue Base (AGR) for the Reckoning of Licence Fee and Spectrum Usage Charges” dated 6th January 2015.
- The duration of the recommended Audio Conferencing/ Audiotex/Voice Mail authorisation should be made twenty years similar to other authorisations under UL.
- Standalone Voice Mail/Audiotex/Unified Messaging Services licence should be discontinued. No, further renewal of these licences should be done.
- The existing Voice Mail/Audiotex/Unified Messaging Services licensees may be given the option to migrate to the recommended Audio Conferencing/ Audiotex/ Voice Mail authorisation under UL. There should not be any mandatory migration.
- The annual licence fee for existing standalone Voice Mail/ Audiotex/UMS licensees who do not migrate to UL should also be made equal to 8% of Adjusted Gross Revenue. The definition of AGR should be made similar to that for Access service authorisation under UL.
- The existing standalone Voice Mail/Audiotex/UMS licensees may be allowed to acquire customers only in the SDCA for which the licence has been granted; as per the clause 2.1 of the existing licence agreement document.
- The terms and conditions for provision of these services under Basic Services Licence, UASL or CMTS may also be clearly specified and should be made similar to the terms and conditions in the recommended chapter on Audio Conferencing/Audiotex/Voice Mail Services in the UL.

(iii) Recommendations dated 19th December, 2016 on “Encouraging Data usage in Rural Areas through Provisioning of Free Data”

The Authority submitted its Recommendations to DoT on ‘Encouraging Data usage in Rural Areas through Provisioning of Free Data’ on 19th December 2016. Summary of Recommendations are as below:

- (i) In order to bridge the affordability gap for the persons residing in rural areas and to support Governments efforts towards cashless economy by incentivising digital means, the Authority recommends that a scheme under which a reasonable amount of data say 100 MB per month may be made available to rural subscribers for free.
- (ii) The cost of implementation of the scheme may be met from USOF.
- (iii) To increase participation of other entities for incentivizing free data, there is a need to introduce third party (Aggregator) to facilitate schemes which are TSPs agnostic and non-discriminatory in their implementation.
- (iv) Scheme for free data must be TSP-agnostic, must not involve any arrangement between the TSP and the aggregator/content provider and should not be designed to circumvent the “The Prohibition of Discriminatory Tariffs for Data Services Regulations,” notified on 8th February, 2016.
- (v) The following mechanism is recommended:
 - The Aggregators will need to register with DoT.
 - The registrant must be a company registered under Indian Companies Act, 1956.
 - The validity of registration shall be 5 years.
 - The registrant shall not either directly or indirectly, assign or transfer the Registration in any manner whatsoever to a third party either in whole or in part.

REGULATIONS

1. **Guidelines dated 14th October 2016 for Telecom Service Providers for ensuring transparency and uniformity in the process of tariff recharges/payments through Third Party Apps/Websites**

In the recent past in Indian telecom service sector, tariff recharges/payment of bills through third party Apps/websites recharges (hereinafter referred as Channel Partner) have been increasingly recognised as a convenient mode of transaction. However, there exists a

possibility of time gap in updating the information on websites/applications on the day of tariff product launch/revision between the Telecom Service Provider (TSP) and the Channel Partner(s), which may cause inconsistency and subscribers may not get perceived benefits. Considering the process involved and magnitude of growing transactions, the Authority, with an objective to ensure transparency, uniformity and protection to the subscribers in the process of tariff recharges/payments through Channel Partner or sub Channel Partners issued following Guidelines on 14th October 2016:

- i. There should not be any difference in the features of tariff products and benefits available on the TSP's website and Channel Partner's / sub Channel Partner's website(s)/app(s). A mechanism should be introduced by the TSP(s) where a new tariff product or any change in any tariff product is updated concurrently on Channel Partner(s) App(s)/website(s).
- ii. Since Channel Partner(s)/sub Channel Partner(s) are non-licensed entities and appointed by TSP(s) based on mutually agreed terms and conditions between TSP and Channel Partner(s)/sub Channel Partner(s), all responsibilities for ensuring compliance of terms and conditions of the license agreement and other regulatory guidelines shall remain with the TSP.
- iii. Any new tariff product or change in existing tariff product to be made live only at midnight (between 00:00 Hrs and 02:00 Hrs) on the date of the launch or change in tariff product.

2. The Mobile Banking (Quality of Service) (Second Amendment) Regulations, 2016 dated 22nd November 2016

TRAI issued Regulation on “The Mobile Banking (Quality of Service) (Second Amendment) Regulations, 2016” dated 22nd November 2016 to lay down a revised framework for mobile banking transactions and USSD based mobile banking and payment services. These regulations were issued to promote use of USSD based mobile banking, for the subscribers having feature phone.

TARIFF ORDERS

Telecommunication Tariff (Sixty First Amendment) Order, 2016 dated 22nd November, 2016 for reducing the present ceiling tariff for the use of USSD for USSD based mobile banking on payment services from ₹1.50 to ₹0.50.

The availability of and easy access to banking services for all our citizens is a major objective of public policy. However, the harsh reality is that a large section of our population is still unbanked/ under-banked. With a significant penetration of mobile telephony in rural India, the mobile phone can be leveraged to achieve the goal of financial inclusion. Accordingly, in November, 2013, with a view to facilitate mobile banking for financial inclusion, TRAI had established a framework to facilitate the agents of the banks to interface with the access service providers for use of SMS, USSD and IVR channels to provide mobile banking services and prescribed ceiling tariff of ₹1.50 per USSD session for USSD-based mobile banking service. However, all these initiatives did not lead to the desired result and both the number of transactions and success rate are below expectation.

Therefore, to facilitate uptake of USSD based banking services the Telecommunication Tariff (Sixty First Amendment) Order, 2016 dated 22nd November 2016 was amended to bring down the ceiling tariff from ₹1.50 to ₹0.50 per USSD session for USSD-based mobile banking and payment services. This amendment will facilitate the banks or its agent or any entity authorized by the Reserve Bank of India for better delivery of banking and payment services through mobile phones over USSD.

MTNL

The important activities/achievements of MTNL during the quarter ending 31st December, 2016 are as under: -

I. Commissioning of MTNL DSLAM at Kailash Business Park, Vikhroli (West) Mumbai

Alcatel DSLAM node was commissioned at Kailash Business Park, in Vikhroli (W) Mumbai. The DSLAM was inaugurated by ED, MTNL Mumbai Shri Pravin Punj and Shri Niraj from the dkp Builders and Shri Sanjay Singh, the first customer graced the occasion. Kailash Business Park is the commercial building having more than 1000 nos of commercial units and out of these unit, more than 100 units are occupied. At present the area/ building is technical non feasible (TNF) and there is a demand of Land Lines as well as Broad Band. With the commissioning of Alcatel DSLAM, high speed BB connections of 16 mbps can be provided to the customer/ occupants of the building. VDSL connections of high speed can also be provided in addition to the FTTH connections. With the commissioning of the DSLAM, not only the quality of the services will improve but also it will add to the revenue of MTNL.



II. Commissioning of new MTNL Telephone Exchange at Mind Space in Goregaon (West) Mumbai

In its endeavour to provide best quality service to Customers, MTNL has installed a New Technology Exchange in Mind Space, Goregaon(West) near in Orbit Mall. This Exchange is established in commercially important location where large number of new multi-storied buildings are coming up and being occupied by Corporate & Business establishments. Present capacity of the Exchange is 8000 lines and the working connections are 3700. This Exchange



was inaugurated by Shri.Pravin Punj, ED, MTNL Mumbai on 15/12/2016. It is serving Goregaon(West) localities like Mind Space, Bangur Nagar, Oshiwara Industrial Estate & Bhagat

Singh Nagar. It is proposed to include other important localities of Goregaon (West) area also in this Exchange. The services of these customers will be improved considerably as a result of addition of this Exchange and new demand of Land Line/Broadband/FTTH connections is also likely to increase in near future.

III. Mumbai City Surveillance (MCS) Project:

Mumbai City Surveillance (MCS) project is prestigious project of Govt of Maharashtra and its Tender was awarded to the MTNL - L&T consortium. MTNL Mumbai, as a total telecom and network service provider of the consortium, given the task to extend Bandwidth to approx 6000 cameras (later modified to 4717 cameras) in 1800 poles at almost all important road junctions and important places including tourist spots where CCTV based policing or traffic surveillance is required all across Mumbai.

MTNL successfully completed these tasks of extending the bandwidth on its robust MPLS core network and providing the Primary and Secondary Tier-III Certified Data Centers in a record time. Thus the ambitious MCS Project CCTV network was launched by Hon'ble Chief Minister Shri Devendra Fadnavis on 2nd Oct 2016, well ahead of the actual schedule. A total of 4717 CCTV cameras across 1500 locations, covering almost 85 percent of the city are became operational. MTNL is expected to earn revenue 142.86 Cr against CAPEX and 138.22 cr for OPEX (for duration of 5 years from Nov'16).

IV. MTNL New Year Bonanza: FREE SIM loaded with 2GB 3G Data every month to all New Broadband customers

In a bid to celebrate New Year 2017, MTNL Mumbai has come up with an exciting offer for its new broadband customers. Under this offer, new broadband customers will get Free Prepaid Mobile SIM loaded with Free Mobile data every month.

Customers can enjoy 2GB mobile data every month absolutely free on booking of broadband plan of ₹800 and above. Similarly New Broadband customers in plan from ₹600 to ₹799 will get 1GB mobile data every month. Free. Customer can use Free mobile data anywhere, anytime along with high speed broadband at their home /office.

The benefit of free data usage will be available in home and national roaming network. Customers can use Top-up for availing Talk-time benefits and other special tariff vouchers (STVs)

This promotional offer is valid for limited period

V. ITEC SCAAP Batches at CETTM (Centre for Excellence in Telecom Technology and Management)

During Oct- Dec, 2016 quarter, CETTM conducted five batches of ITEC SCAPP programme. More than 83 delegates from 29 countries participated in training of diverse courses on telecom technology. ITEC Batch on 'Broadband Technologies & Future Trends' concluded on 25th November 2016 at CETTM Powai. The duration of the programme was 8 weeks and it was attended by participants from six countries.



VI. CETTM conducts Leadership Programme for Senior Officers

CETTM organised two days workshop on 'Developing Leadership Skills' by Shri A.K.Garg - Ex. CMD MTNL, for Senior Officers of MTNL on 11th & 12th November 2016. More than 25 Officers of MTNL participated in this leadership program.



Bharat Sanchar Nigam Limited (BSNL)

HIGHLIGHTS

The details of physical targets and Achievement for the year 2016-17 (up to 31.12.2016) are given as under: -

Physical performance during Financial Year 2016-17 (Q/E 31.12.2016):

S. No.	Item	Unit	MOU for the year 2016-17			
			Target (2016-17)	Status as on 01.04.2016	Status as on 31.12.2016	Achievement
1	Total Telephone Connection	Lakh	-	1015.85	1109.61	93.76
1 (a)	Wire-line	Lakh Connection	1.48	147.62	137.38	(-) 10.25
1 (b)	WLL	Lakh Connection	-	14.03	9.98	(-) 4.05
1 (c)	Mobile (HLR)	Lakh Connection	40	854.20	962.26	108.06
1 (d)	Mobile (VLR)	Lakh Connection	-	641.93	681.29	39.36
2	Total Switching Capacity Mobile	Lakh Lines	-	913.36	969.72	56.36
3	Broadband connection (Wireline + Wirelsss)	Lakh	12	205.33	206.90	1.57
4	OF Cable	Route Kms.	-	7,61,778	7,78,007	16,228

Achievement in New Generation Network (NGN): -

- (i) Purchase Order for 3 million lines under Phase-II NGN Core & Access Equipment has been issued and supply of equipment is in process. Total capacity migrated so far is 6,44,216 lines and LMGs migrated are 449.
- (ii) NIT for access equipment of CDOT- MAX NG has been floated for upgradation of CDOT- MAX switches (1974 Nos.) to CDOT-MAX NG. PO has been issued to L1 & L2 bidders. Phase-II PO for core equipment of C-DOT MAX NGN placed on M/s C-DOT.
- (iii) Regarding Tender for procurement of 15.59 LCKM higher size (400 pair, 800 & 1200 pair) PIJF U/G Cables, POs are being issued for 400 & 800 pair cables. The procurement of 1200 pair cable size has been approved by BSNL Board. APOs are being issued by MM Cell to the eligible bidders.
- (iv) POs have been issued to all (L1, L2, L3 & L4) bidders for procurement of 10 Lac CLIP instruments for Phase-I quantity.

Important achievement / events in Broadband services.

- i. Placement for Purchase Order for Phase I of Planning, Engineering, Supply, Installation & Commissioning, O&M of Wi-Fi Hotspots and Wi-Fi Off-load system on turnkey basis, for

Wi-Fi Core system and Sub Packages Access & Wi-Fi Hotspots locations for South & West Zones.

- ii. Placement for APO of Planning, Engineering, Supply, installation & Commissioning, O&M of Wi-Fi Hotspots and access systems on turnkey basis for North & East Zones.
- iii. Placement for APO for Supply, Installation, Integration, Commissioning and Maintenance of DNS Solution on Turnkey basis for BSNL Network.
- iv. Introduction of new 4 Mbps speed BB plan 'BBG Combo ULD 1599' with '24 Hrs. unlimited free calls (local+ STD) to any network in India' on promotional basis for 90 days all the circle – w.e.f. 17.11.2016.
- v. Extension of promotional landline tariff plan (Experience LL -49) for a further period till 31st March, 2017.
- vi. Re-launch of promotional tariff for Multi Media Video Conference for 90 days.
- vii. ISD Tariff revision for Oman, Belgium & Gambia w.e.f 23.12.2016
- viii. NMEICT Project:
 - a) One New College connected through VPNoBB in Dec, 2016
 - b) LAN connectivity provided in one University.

Achievement in Multi-Protocol Label Switching (MPLS) links:

- I. A new business of ₹11 Crore/Annum was booked by the Election Commission of India for IDC services -100 VMs and 2 links of 45 Mbps MPLS for DC and DR.
- II. As a renewal of approx. 3 Lakhs mobile business of Tamil Nadu police MOU is signed with BSNL. BSNL will get approx. ₹35 Crores/Annum from this business.
- III. The Indian Air Force has signed MOU with BSNL on multi Telecommunication services. BSNL will get revenue worth ₹25 Crores/Annum for three years.

जारीकर्ता: सांख्यिकी अनुभाग, दूरसंचार विभाग
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