

6G Spectrum Tender

The Department of Telecommunication on Monday issued a notice for holding the 6G spectrum auction-related pre-bid conference on March 1st. The pre-bid conference is the first major event in the detailed auction timetable that is mentioned in the bidding document.

The government will, next month, auction about Rs 4.3 lakh crore worth of airwaves capable of offering sixth-generation or 6G telecom services including ultra-high-speed internet, and has also given its nod for setting up of captive 6G networks.

5G has just been launched in India and is at its early stage. It hasn't even been one complete year since its launch and 6G spectrum is already being discussed amongst the global players. The announcement of nationwide 6G network by the end of this decade is already being done by the Prime Minister. He also took a stand for the 5G spectrum stating that it'll bring about positive changes in the country and will also widen the reach of internet in rural areas. He further mentioned that it will boost growth in agriculture, health care, education, logistics and more. Connectivity will decide the progress of the country in the 21st century and so modern day infrastructure needs to be rolled out.

The Department of Telecommunications (DoT), in accordance with the PM's vision of taking India towards the path of connectivity and progress has rolled out the tender for 6G spectrum as a task force has started work on launching 6G network by the end of the decade.

To win the tender bid, an organization need not just have the highest amount of money to offer but also the infrastructure, connections, ability, management, resources, links and connections, and the ability to utilise the tender in the most efficient way possible. DoT will not just evaluate the bids based on monetary terms but will also look at what the companies have to bring to the table in terms of strategies and inclusion of the economically weaker sections.

Your organization has decided to bid for the tender and to do so; the Board of Directors has given the responsibility of bagging the tender to the top management.

As the representatives of the company, it's in your hands as to how you prepare to compete for the tender as the competitors will be trying just as hard to win the tender and become one of the leading contributors in paving the nation's way towards progress.

The tender proposal won't just require you to prove your organizations competence of fulfilling the requirements but would also demand your take on how you would be the best company to receive the tender than all the other bidders.

To add value to your company's arguments and to put a strong foot down, the DoT expects a few of the following supporting documents as proof of work and future estimations:

- Position Paper (Not more than 5 pages)
- Cost Structure
- Future Cash Flows
- Contingency Plan
- Strategies to lobby to get tender approved
- Revenue Model Forecasting (3-years)
- Pricing Model
- Sources of funds
- Rural Development Initiative (ESG)
- Capital structure and Cost structure

The following companies are shortlisted 6G spectrum rights:

1. Reliance Jio Info COMM Limited
2. Bharti Airtel Limited
3. Adani Data Networks Limited
4. Vodafone Idea Limited
5. Reliance Communications Limited
6. Bharat Sanchar Nigam Limited
7. Sun Network Communications Limited
8. Videocon Telecom Limited
9. AT&T India Limited
10. Verizon Communications India Private Limited