



## e-auction of telecom spectrum for Government of India's Department of Telecommunications (DoT)



INDUSTRY

Telecom



GEOGRAPHY

Agnostic



CHALLENGE

To design an auction system and strategy to meet the objectives of DoT



SOLUTION

mjunction used SMRA methodology to conduct e-auction



RESULTS

Revenue of INR 1.09 Lakh Cr in 2015 and INR 65,789.12 Cr in 2016

### The Client

The Department of Telecommunications (GOI) is responsible for grant of licenses for various telecom services like Unified Access Service Internet and VSAT service. The Department is also responsible for frequency management in the field of radio communication in close coordination with the international bodies. It also enforces wireless regulatory measures by monitoring wireless transmission of all users in the country.

### Business Requirement

mjunction was awarded a three-year contract by the DoT for the e-auction of telecom spectrum in various bands.

### The Business Challenge

- Obtain a market determined price of Spectrum through a transparent process
- Ensure efficient use of spectrum and avoid hoarding
- Stimulate competition in the sector
- Promote rollout of the respective services
- Maximise revenue proceeds from the Auctions within the set parameters

### The Solution and Strategy adopted

- mjunction used Simultaneous Multiple Round Auction (SMRA) methodology – an internationally well accepted methodology, to conduct the e-auction.
- A three-stage authentication process was installed along with a tamper-proof Database Activity Monitoring.
- Mock auctions were conducted prior to the final auctions to familiarize the bidders with the process and ease them into the real-time virtual platform
- This auction system was tested and audited by STQC on functional grounds, penetration, vulnerability assessment, network security and application security over and above data security with IT Act and CVC compliance required for running the auction.

### Result and Achievements

- 2015: 69 offerings; Revenue INR1.09 Lakh Cr
- 2016: 126 offerings; Revenue INR 65,789.12 Cr