

No: SNEA/CHQ/CMD/2015-18/87

Dated 16th February, 2018.

To

**Shri Anupam Shrivastava,
Chairman and Managing Director,
BSNL, New Delhi.**

Sub: Acute shortage of OLTs and ONTs in the field units to provide FTTH connections. Proactive steps needed to procure equipments on war footing or empanelment of vendors to provide FTTH connections before the competitor, R-Jio enter the market. Our BB connections will be under serious threat once R-Jio starts providing FTTH connections, so more focus should be given to FTTH instead of ADSL BB connections:

Respected Sir,

There is huge demand for FTTH connections in various Circles, especially in the urban areas. Large number of our ADSL, BB connections is getting closed as a result of migration to FTTH connections of various ISPs since BSNLCO is not able to meet the demand of various Circles for FTTH equipments. Last few years, various Circles are demanding procurement of FTTH equipments but to our knowledge, BSNLCO couldn't provide the equipments as per field requirements. Circles like Karnataka, Kerala, AP, MH etc are really under the threat due to the non availability of FTTH equipments. Instead of expanding our network, BSNLCO given temporary solution by directing to provide the FTTH connections through BBNL OLTs, giving our business opportunity and revenue share to BBNL also.

Once R-Jio starts providing FTTH connections, our BB customers will be their first target. In the mobile sector, other operators are affected more than BSNL as they are having more market share than BSNL but in FTTH business, BSNL will be the most affected operator. So, before that happens, BSNL has to shift its focus from ADSL, BB business to FTTH business by converting maximum BB connections to FTTH connections, ensuring fixed speed which suits the customer demands.

The ADSL, BB connections according to the MIS figures are above 9 Million where as actual working ADSL BB connections are below 5 Million. All the major Circles, having maximum BB connections are demanding FTTH equipments instead of ADSL ports. So procurement of ADSL ports in the future, especially through the NGN tender can be restricted to the bare minimum, as per the actual requirement of the Circles. **Instead of adding more and more ADSL ports, proactive steps needed on war footing to provide FTTH connections by procuring the equipments.**

In the latest NGN tender, there is provision for FTTH connections, OLTs and ONTs(Wireless). Possibility may be explored to procure more OLTs and ONTs through that tender itself to meet the immediate requirements as acute shortage of ONTs are reported by various Circles.

Since huge demand is there for FTTH connections, procurement of OLTs, ONTs and low count OF cables may be done on priority so that the potential customers can be retained with BSNL. The tender process may be expedited for this purpose. The possibility to go for low capacity OLTs and their installations at

customer premises such as residential flats, BTS sites etc without Air condition also may be explored.

Possibility of empanelment of vendors also may be explored for procuring OLTs and ONTs, allowing Circles to purchase the equipments as and when required. By this capital expenditure can be saved and procurement can be done as per the actual requirements.

Unnecessary procurement and storing of the equipments and advance payment can be avoided by empanelment of vendors.

With kind regards,

(Sebastin. K)

Copy to:

1. Shri N K Mehta, DIR(CFA), BSNL Board for information and n/a please. Requested early action to meet the requirement of OLTs and ONTs by various Circles.
2. Smt Sujata T Ray, DIR(Fin), BSNL Board for information and n/a please.
3. Shri Nizamul Haq, PGM(NWP-CFA), BSNLCO for information and n/a please.
4. Smt Sushma Mishra, GM(BB-Plg), BSNL CO for information and n/a please.