



SANCHAR NIGAM EXECUTIVES' ASSOCIATION KERALA CIRCLE

(Recognised Majority Association of Executives in BSNL)

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No:- SNEA/KLA/CGM/2018-19/

dtd at TVM, 12-10-2018

To

**Chief General Manager Telecom,
Kerala Circle, Thiruvananthapuram.**

Sir,

We are deeply perturbed and very much disappointed to see the BSNL Corporate Office order issuing AWO to M/s.Mahindra & Mahindra Pvt. Ltd for carrying out O&M activities of BTS sites in Kerala Circle. It is understood that the vendor would be taking over all passive infrastructure in those sites and will be the custodian of entire infra elements for ten years. BSNL would be one of the tenants in those sites and hence would be under the mercy of the vendor even to carry out any service/capacity/radio resource additions, reengineering, reutilization and redeployment. This outsourcing model would be catastrophically dangerous for BSNL especially in a circle like Kerala where foolproof and tested mechanisms are already in place, unlike in many other circles, for carrying out operation and maintenance of BTS sites ensuring more than 99% network availability. The outsourcing model may double BTS operational expenditure in the circle as seen from the financial tables signed with the vendor. Hence, we are very much concerned about BSNL Corporate Office' decision to include the best performing circle in the infra outsourcing list where we would be forced to pay around Rs.80k per site to the vendor where as it is nearly half at present.

It is therefore humbly requested that the circle administration may kindly consider the following as well:

1. The network uptime of BTS sites in Kerala has been consistently above 99% ever since operation commenced in the circle in 2002.
2. Kerala circle has already deployed the best O&M model for ensuring infra maintenance by employing housekeeping contracts with vendors including diesel filling, site maintenance etc.
3. Kerala circle has been using an online O&M portal by name "OMCWEB" which is developed and maintained by the in house talents for efficient management of all radio elements and passive infra items.
4. Proper and thoroughly audited AMC contracts are being deployed for efficient OAM of infra elements.

5. The circle has always achieved the Infra sharing target set by the BSNL corporate office for earning consistent revenue from time to time.
6. It is to be noted that we are hiring sites from passive infrastructure providers by incurring monthly expenditure of around Rs.35, 000/- per site.
7. The monthly OPEX charges of BSNL owned and operated GSM sites may come around Rs. 30,000/- per site.
8. There are good number of GSM sites working in the circle where BTS space has been provided by many agencies including state/central government departments with zero rentals and even zero energy charges in many sites.
9. Kerala circle has already replaced almost all infra elements including Power Plant and Battery in majority of the sites in the recent past and the process is still going on at great pace.
10. The O&M vendor will be taking over all these newly deployed infra and BSNL' scope of redeployment of elements will be ceased forever.
11. BSNL will be at the liberty of the vendor for adding any radio elements for service/capacity augmentations like sector additions, tech additions in future which would affect network optimisation and QoS very badly.

Thus considering the above mentioned facts we don't find any sufficient reasons for outsourcing the BTS Infra OAM to a vendor which would also put huge financial burden over the circle which is already finding it difficult to improve revenue and profit figures in the post JIO scenario. We don't know whether the circle administration has been consulted before taking such a major policy decision which would neither improve operational efficiency nor revenue prospects but would incur additional expenditure by way of increased OPEX charges. Hence, it is requested that BSNL Kerala circle administration may kindly inform BSNL Corporate Office about the existing operational as well as financial statements regarding the existing O&M model already deployed in the circle and to review the decision positively to Kerala Circle.

With kind regards,

Sincerely Yours



T SanthoshKumar
CircleSecretary, SNEA,
Kerala Circle.

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