



**SANCHAR NIGAM EXECUTIVES' ASSOCIATION
KERALA CIRCLE**
(Recognised Majority Association of Executives in BSNL)
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No:- SNEA/KLA/ MOC/2019-20/dtd at TVM, the 14-11-2019

To

**Sri. Sanjay Dhotre
Hon'ble Minister of State for HRD, Communications, Electronics & IT
Govt. of India**

Respected Sir,

Sub: Approval of BSNL Revival package - sincere gratitude on behalf of Sanchar Nigam Executives' Association (SNEA), the Recognized Executives Association in BSNL, our suggestions for future survival, reg:

On behalf of entire 1.59 lakh BSNL employees, their family members and especially on behalf of Sanchar Nigam Executives' Association (SNEA), the Recognized Executives Association in BSNL, we express our sincere gratitude to the Union Govt and the Ministry of Communications for taking the very important and crucial decision for the revival of BSNL by allotment of 4G spectrum, permission for land monetization and financial support to BSNL for meeting the expenditure that too by overruling all objections raised by various Ministries. Various players in telecom sector were working overnight to see the closure of BSNL that could have helped them for cartelization and squeezing the public by steep hike in tariffs as happened till the launch of mobile services by BSNL and MTNL in the year 2002. Due to obvious reasons, all other operators are considering BSNL as their prime rival and biggest challenge to deal with.

The decision of the Govt to revive BSNL will protect the customer interest, enhance national security and would promote social obligations as far as ensuring essential telecom services to the common man in the country is concerned. The Govt and the public can always depend upon BSNL even during natural calamities and national emergencies. For the revival of BSNL, it is very important to run the company in the most professional manner with abundant support from the Government of India.

Further, the following suggestions are brought to the notice of your good office for kind consideration.

1. Directions may be given to BSNL Board for preparing a future roadmap for the smooth running of telecom services in the country in the post VRS scenario. A contingency plan for ensuring uninterrupted telecom services in the country due to the huge vacuum that is expected to

arise in the HR front after January 31, 2019, the VRS date, need to be finalized. The services of experienced and expert retired employees, contract labourers and apprentices may be utilized for the immediate requirement for a short period till alternate mechanism is put in place for which powers are to be given to field level officers with proper regulation.

2. Thorough work study need to be done while performing Return on Investment analysis before floating any tenders for procurement of equipments and software for technology change and capacity addition. Global industry standards and norms need to be followed for the same. The expertise of in-house talents may be utilized for equipment maintenance and IT related activities instead of spending Crores of amount by way of AMC costs fixed against PO to various contractors and vendors which is sheer wasteful expenditure and need to be controlled.

3. Predatory pricing policy unleashed by a telecom service provider has created chaos in the telecom business in the country. The telecom regulatory mechanisms in the country need to be further strengthened to effectively deal with such unethical acts from any TSPs in future so as to ensure fair competition.

4. Posting only professional/ loyal and committed officers available in BSNL as Circle and BA Heads would help to bring professionalism in BSNL to spearhead telecom network development in the country instead of deputing personnel from various govt. departments as being done during the last 20 years. It may be noted that ITS officers on deputation in BSNL are persistently demanding repatriation to parent department, which is to be considered on priority at this crucial juncture. While retaining these officers in BSNL their past performance during the last 19 years may be duly analyzed.

5. BSNL has been incurring huge losses for operating telecom services in rural India. Govt. of India may seriously consider this aspect and do the needful for either closing down these loss making operations or arrange adequate compensation for the same as rural USOF subsidy.

6. Directions may be given to all Ministries under Govt. of India and State Govts for promoting usage of BSNL telecom services in various organizations/offices in the country.

Sir, the employees of BSNL are highly talented, well experienced and very much dedicated who are capable of adapting any latest emerging technologies including 5G, IOT, Artificial intelligence etc. They are very much confident that BSNL can be revived and make it profitable with professionalism, proper planning, selection of technology, unbiased policies, fair competition etc.

We once again reassure your goodself that we will wholeheartedly support all the endeavors by the Government for the revival of BSNL.

With kind regards,



George Varghese
Circle President
SNEA, Kerala Circle

Copy to: The GS, SNEA CHQ, New Delhi