



SANCHAR NIGAM EXECUTIVES' ASSOCIATION

KERALA CIRCLE

(Recognised Majority Association of Executives in BSNL)

SNEA Bhavan, Dharmalayam Road, TVM-695001

Circle President
George Varghese
DGM, Ernakulam
Mob: 9447162900

Circle Secretary
Jithesh.K.P
SDE, Kannur
Mob: 9447707475

Circle Treasurer
Suneer.S
AO, Circle Office
Mob: 9447341693

No.SNEA/Kerala/2018-19/II/88A

dated at TVM

the 17th March 2020

To

Sh. C V Vinod,
Chief General Manager Telecom,
BSNL, Kerala Circle,
Thiruvananthapuram-33

Sir,

Sub: Policy for promoting FTTH connections on large scale required, need to ensure optimum utilization of available OLTs already deployed in the Circle, BSNL Exclusive LCOs/TIPs to be promoted, may even consider renting out optical fiber cables on discounted rates to such LCOs/TIPs, our suggestions, reg:

Demand for voice and data services from copper cables is declining year by year and revenue from wireless services are yet to pick up momentum after the unleashing of predatory tariff policy adopted by major TSPs in the country, the only ray of hope to bring additional revenue to BSNL would be optical fiber based services. It is high time for us to implement conversion/upgrade of copper cable based services to optical fiber based services on a time bound manner. We strongly believe that large scale deployment of high ARPU FTTH-triple play services in the Circle can bring significant improvement in revenue generation for BSNL in days to come. As we all know, it requires much capital investment for procurement and deployment of such equipments, cables and related network elements including customer premise devices. The present financial status of BSNL doesn't help much to build our own FTTH network infrastructure in the Circle on large scale due to acute scarcity of financial resources. At the same time, we need to utilize the already installed OLTs in the circle to its maximum capacity and maintain it well to ensure steady revenue generation.

It may be noted that, in the recent CFA external plant maintenance policy, nothing has been mentioned about provisioning and maintenance of FTTH connections, may be due to the fact that such FTTH provisions are expected through LCOs only. The present strategy adopted in the Circle for provision of FTTH connections through LCOs doesn't bring much glory to BSNL, as the LCOs are not

generating sufficient leads and at the same time involved in the process of converting such leads for building their own network and promoting other ISP's services wherever possible as per their will. It is in this context, we need to explore all possibility of promoting BSNL exclusive LCOs, those LCOs/TIPs who come forward to promote BSNL services only in their strong holds. It is learnt that around 50 such exclusive LCOs/TIPs have signed agreements with BSNL in Kerala. Most of them being managed by spouse or close relatives of BSNL employees or retired BSNL employees, we cannot expect huge capital investment from their side to build network infrastructure on large scale. Their area of operation hence would be limited.

We would like to suggest the following with regard to provision, operation and maintenance of FTTH connections in the post VRS scenario.

1. In the external plant maintenance outsourcing policy, no guide lines have been given for the maintenance of FTTH connections provided by BSNL. Also nothing has been mentioned about provision of BSNL' own FTTH wherever our own OLTs are equipped at present. It is suggested to include appropriate guidelines for provisioning and O&M of BSNL' own FTTH connections also to the extent possible and for maintenance of the same.
2. Recently new FTTH plans were introduced by corporate office with higher speed and lower tariff which practically outdated all the other plans particularly the BB plans. The speed and tariff of certain plans are listed below. It is requested that such plans are rationalised in order to benefit our old loyal customers.

SI No	Plan	Rent	Speed
1	100 GB CUL	499 Rs	20 Mbps up to 100 GB, 2 Mbps beyond
2	4 GB CUL	599 Rs	10 Mbps till 4GB/day, 2 Mbps beyond
3	5 GB CUL	699 Rs	10 Mbps till 5GB/day, 2 Mbps Beyond
4	500 GB CUL	777 Rs	50 Mbps up to 500 GB, 2 Mbps beyond

Here Plan 4GB CUL has lower speed compared to 100 GB CUL. Therefore all FTTH plans should have speed above the speed of lowest tariff plan.

3. At present BSNL doesn't have plans with speed >100 Mbps but our competitors have those plans. Since BSNL has the best broad band network with versatile and robust MPLS connectivity we can offer all FTTH plans at very high speeds till FUP of FTTH plans which will provide us a sharp edge over others with regard to marketing initiatives.
4. 5GB trial offer has been introduced to BB customers for attracting new customers. Such offers may be introduced in FTTH also for those customers who opt for annual payments or for a committed period of use. Other ISPs are offering 3 months free usage for their promotional plans.

5. Splicing machines need to be made available at divisional level most preferably with a pickup van-ladder arrangement so that maintenance activities can be expedited in event of faults and the same arrangement can be made use of while provisioning new connections.
6. In the policy of outsourcing of external plants, a separate clause may be included to prevent the outsourcing agencies doing similar business for our competitor ISPs.
7. Renting out BSNL OF cables on discounted rates to exclusive LCOs for business promotion of FTTH connections may be considered.
8. Further, incentives may be given to those LCOs who achieve the targets on time and those who achieve more may be rewarded accordingly.

We would suggest Circle administration to devise and implement a proactive but balanced strategy which would expedite provisioning of fresh FTTH connections on a large scale using LCOs/TIPs most preferably by BSNL exclusive firms without compromising on our long term mission to build our own vast and robust FTTH network to cater future demand for high speed data arising in the State.

Thanking You,

Sincerely Yours



Jithesh K P.

Circle Secretary

SNEA Kerala Circle

Copy to:

1. Sh. N K Sukumaran, GM NWP CFA, Kerala Circle
2. Sh. P G Nirmal, GM S&M CFA, Kerala Circle
3. Sh. K Sebastin, GS, SNEA CHQ