

# SANCHAR NIGAM EXECUTIVES' ASSOCIATION

## KERALA CIRCLE

(Largest Association of Executives in BSNL)  
SNEA Bhavan, Dharmalayam Road, TVM-695001



**Circle President**  
**George Varghese**  
**GM, Malappuram**  
**Mob: 9447162900**

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

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

**No.SNEA/Kerala/2018-20/II/175**

**dated 16<sup>th</sup> March 2021**

**To**  
**The CGMT**  
**BSNL, Kerala Circle**  
**Trivandrum**

Respected Sir,

**Sub: Sharing of BSNL' pole infrastructure with channel partners, our suggestions, reg:**

Ref: Letter No. 64-253/2017/NWP-BB/FTTH dated 16.11.2018 by the NWP Broadband Cell of BSNL Corporate office.

It is understood that Circle Administration is considering formulation of a policy for facilitating sharing of BSNL' pole infrastructure with LCOs/FTTH partners on commercial terms and conditions. In this regard, we would like to suggest the following for kind consideration.

1. Due importance may be given to devise some mutually beneficial incentive based pole sharing model for promoting and boosting large scale FTTH network provisioning in the Circle as done by BSNL Corporate Office in the case of infrastructure charges for installation of OLTs under business model IV where collocation charges are waived off based on the revenue generated by the FTTH partner.
2. If we can introduce some norms of slab based fair usage policy in this model for rewarding better performing channel partners using BSNL poles we may be able to bring competition among the partners to give more connections from a BSNL pole in their area and to mitigate present trend of less provision by some partners and can arrest migration of BSNL connections to other ISPs in their area.
3. For example, slabs of pole usage may be introduced in such a way that those channel partners who can achieve or surpass FTTH revenue targets set by us can be given 100% waiver of pole charges during their period of contract as long as they stick to their targets while providing FTTH connections in their area.

4. Similarly we may introduce other slabs of waivers proportional to their achievement of targets and revenue generation during their contract period with BSNL.
5. Those FTTH partners who are already using BSNL poles and providing only very few connections will be compelled to provide more connections by using BSNL poles.
6. It may be noted that KSEB has reduced their pole rental charges to Rs 140 per pole in rural area and Rs. 300 per pole in urban area. We may have to consider these rates as well while finalising BSNL pole rental charges for promoting the mutually beneficial FTTH business in the Circle using channel partners.
7. We may also consider imposing some other preconditions also like provisioning of one FTTH connection per 5 poles in rural areas and one FTTH connection per 3 poles in urban areas etc. for sharing BSNL poles.
8. A sample calculation may be seen

*[Annual rental charges for 5 poles would be Rs.140\*5= Rs.700, whereas the average minimum revenue from one connection would be Rs.250\*12= Rs.3000. Similarly rental charges for 3 poles would be Rs.300\*3= Rs.900, whereas the average minimum revenue from one connection would be Rs.300\*12= Rs.3600]*

9. Rental charges may be collected from all those partners who are not achieving the targets of connections and revenue till they achieve the same.
10. In the Corporate policy, as there is no distinction defined between Exclusive FTTH partners and Non Exclusive partners, we may have to allow non-exclusive partners also to allow use of BSNL poles under circle' proposed policy.

Finally, regarding those poles which are to be transported from other circle like Karnataka and to be erected by the FTTH partners, norms including rates may be finalized after taking into account the expenses incurred for logistics including transportation.

Thanking You,

Sincerely Yours



**Jithesh K P**

**Circle Secretary**

**SNEA Kerala Circle**