



# SANCHAR NIGAM EXECUTIVES' ASSOCIATION KERALA CIRCLE

(Recognised Majority Association of Executives in BSNL)

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**No:- SNEA/KLA/CGM/2018-19/32**

**dtd at TVM, 18-9-2018**

To

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

**Sub: Renewal of lease agreements with landlords of hired GSM BTS sites-suggestions in reducing OPEX,  
regarding:**

As you are already aware, lease agreements executed with landlords of GSM BTS sites in various BAs are to be renewed from time to time to ensure uninterrupted mobile services to our much valued customers in the circle. It has come to our notice that many landlords have already approached BA authorities for vacating the sites after expiry of their existing lease agreements. It is to be noted that we have installed DSLAMs, Transmission equipments including OLTs in addition to 2G, 3G, Wimax BTSs in many hired GSM BTS sites. Hence termination of lease agreements followed by vacation of many GSM sites would lead to complex operational as well as service issues in the circle affecting mobile, broadband, leased lines, FTTH etc.

In case, some sites are to be vacated due to adamant stand of a few landlords, identification and acquisition of new GSM BTS sites would be extremely difficult in the present scenario due to stiff opposition from the public against construction of new towers. Moreover, we have leased out many such hired sites to other TSPs and earning additional revenue. That revenue generation may also cease. Vacation of sites, dismantling of towers and equipments would incur huge expenditure which will further affect the revenue prospects from CM vertical very badly. Relocation of dismantled tower materials will be a difficult task and can lead to destruction of such materials if not reutilised properly. The other option would be to shift the BTSs to nearby IP sites after hiring, if available, which would further enhance operational expenditure of the circle. Hence we have to be very much cautious from now onwards in dealing with the existing landlords to see that lease agreements are renewed promptly.

Many references have been received from BAs regarding delay in payment of rent to the landlords which is causing difficulties in carrying out prompt, fair and cordial negotiations while dealing with renewal of lease agreements and rent fixations. A few landlords have even gone to the extent of blocking entry of BSS maintenance personnel to the site premises, removing fuse carriers from LT panel board etc. due to delay in receipt of rent payments. This has invited operational issues in many such hired BTS sites. Such issues are to be tackled promptly but very gently. Instructions are to be given to all concerned field units to take extra care while dealing with such disappointed landlords not to provoke them further leading to vacation of sites after expiry of lease agreements.

Your personal intervention is thereby requested to bring the above issues to the notice of the concerned in BSNL Corporate Office so as to avoid further delay in payment of dues in rent to landlords and to ensure the same in coming days without much delay. Further, the following suggestions are also brought to your consideration for addressing operational expenditure issues.

1. **Vacation of existing IP sites after expiry of lock-in periods:** If BAs are able to identify alternate low cost GSM BTS sites by erecting masts, poles in rooftops of feasible buildings like government buildings, educational institutions etc, near to existing IP sites, a few IP sites can be vacated and operational expenditure can be reduced by way of monthly IP charges.
2. **Vacation of IP sites generating less traffic:** Such sites are to be identified and shutdown without waiting for expiry of lock-in periods as there is provision in existing MSAs for the same. Moreover, BSNL Corporate Office had directed to shutdown low traffic IP sites to reduce IP expenses.
3. **Commissioning 2G BTSs in all Standalone 3G IP sites:** 2G BTSs are to be commissioned in all standalone 3G IP sites to ensure maximum revenue from hired IP sites by way of voice traffic as well.

All out efforts are to be taken to retain all our existing hired GSM BTS sites intact so as to ensure uninterrupted telecom services to our esteemed customers and to reduce additional financial burdens in acquiring new alternate IP sites.

Sincerely Yours



T SanthoshKumar  
CircleSecretary, SNEA,  
Kerala Circle.

Copy to : - 1. GM (NWO-CM), Kerala Circle  
2. PGM(F), O/o CGMT, Tvm  
3. GM (Hr), O/o CGMT, Tvm