



SANCHAR NIGAM EXECUTIVES' ASSOCIATION

KERALA CIRCLE

(Recognised 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/129

dated 22nd August 2020

To

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

Respected Sir,

Sub: BSNL Corporate Office' instructions dated 21st August 2020 regarding enrolment of spouse or ward of BSNL/DOT employees, retired employees or their wards for FTTH channel partner as MSO/TIP, our suggestions, reg:

At the outset, we are sorry to mention here that the above order is an insult to the Officers and staff working in field units who have been spending from their pockets for more than two years to maintain the telecom networks in the Circle despite delay in timely payment of salary. It is understood that the Corporate Office has become a prey to certain allegations raised from one of the Circles due to some inter-union rivalry for reasons best known to them. Those issues could have been dealt within the BA/Circle by the Administration amicably in the best interest of service. In case of misuse by any of the incumbents, action deemed fit as per provisions in the law should have been taken against those who breaks or fails to comply with rules or formal agreement made and attempts for purification of the same could have been initiated.

Instead, BSNL Corporate Office has gone to the extent of burning down one' own house to smoke out a rat thereby creating a blockade against the growth and timely development of BSNL' premier network service in the country. It may be noted that growth and revenue from FTTH services had taken an exponential curve when compared to other service providers in the country ever since an LCO model was formulated for the same and all well-wishers of BSNL joined hands to promote the services by forming BSNL exclusive channel partnership in BAs. The same has been evident from the MIS reports regarding FTTH services in the south zone BAs like Kollam, Kozhikode, Kottayam etc. where they could achieve much more than the targets assigned by the Corporate Office as far as provisioning of FTTH connections is concerned.

BSNL Corporate Office seems to have no visible plan whatsoever to promote and provide FTTH connections using its own resources even from the existing spare ports in OLTs but has directed to provide the same under case II, III models only. Before issuing such a detrimental order, BSNL Corporate Office could have taken at least potential Circles like Kerala into confidence and discussions should have been made before arriving at indecisive conclusions. We have ample reasons to believe that the present order has been issued out of ignorance of field realities as usual from the Corporate Office side. The instructions to transfer the existing connection to other TIPs is nothing but gross violation of the agreement already executed and reflect only utter disregard to the rule of law. It will not stand under legal scrutiny other than damaging the reputation and credibility of BSNL which is already low due to nonpayment of the commission amount agreed to the LCOs. While many LCOs have taken the BSNL franchisee ship just for name sake and to stop others from provisioning BSNL connections in their service area, we need to reckon the fact that these channels partners only, who might be relatives of BSNL employees or retired employees, are doing the real business by enrolling themselves as BSNL exclusive FTTH franchisees. It is not an unknown fact that many LCO partners are diverting the leads for BSNL service to other TSPs as they are multi service providers.

We can suggest BSNL Corporate Office to continue permitting near relatives of BSNL employees and retired employees also to enroll as BSNL exclusive LCOs so that we can ensure 50% of the revenue getting generated by the spouse/ wards as channel partners would add to BSNL' revenue. The performance of such franchisees most of them being BSNL exclusive LCOs may be compared with others to arrive at logical conclusion regarding the success of the model.

It is also understood that no comments have been taken or given from Kerala circle which is one of the potential circles as repeatedly being reminded by the Corporate Office, while these types of policy decisions are taken. It is humbly requested that the above facts may be brought to the notice of decision makers in BSNL Corporate office so as to bring confidence among the BSNL employees and other genuine channel partners who are really involved in the process of revival of BSNL by promoting BSNL' premier service even to the remotest part of the country by allowing them to continue as most esteemed channel partners in the present scenario which has been proved to be a success model.

Thanking You,

Sincerely Yours



Jithesh K P

Circle Secretary

SNEA Kerala Circle

Copy to General Secretary, SNEA CHQ, New Delhi