



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/89

dated at TVM

the 25th March 2020

To

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

Respected Sir,

Sub: Infrastructure charges for installation of OLTEs in BSNL premises for Channel partners under Business model IV working on revenue share basis.

Ref: 64-253/2018/NWP-BB/FTTH Dated 16.11.2018

It is really a big paradigm that BSNL have started concentrating business of FTTH for the purpose of extending data to its esteemed customers. We couldn't penetrate to the business to the potential, as we had to spend a huge amount on each connections (Rs. 20000 per connection aprox). Hence it was decided by Corporate Office to develop a new business model involving LCOs and TIPs. BSNL had introduced four business models in this regard. Out of this, business model IV, for which BSNL need not invest any amount for FTTH provision, became popular in Kerala. Almost all the LCOs were pioneer to this kind of business model in Kerala. Later we understood the difficulty of managing these LCOs, as almost all the LCOs had conflicting interests. Many of the LCOs went to an extent of not only denying our connections but also converting our own leads to other ISP connections.

This pointed towards the need for encouraging exclusive LCOs and TIPs, who provide only BSNL connections. Normally LCOs will have their own offices and infrastructure, where BSNL cannot enforce any restrictions on them. But when they are installing OLTE at TEs, it is possible to enter in to an agreement with them stating that they will provide BSNL connections only, which BSNL can monitor closely.

For installing OLTE inside TEs, the TIP need to pay Rs 5000/- as non-refundable fee, Rs 10000/20000 as refundable deposit and Rs 10000/20000 as annual rent. To wither the competition and encourage more partners to join as exclusive loyal LCOs, In Kerala circle, it was practiced to waive off the non-refundable fee, refundable deposit and the annual infrastructure charges of first year/first quarter (Rs 2500/5000), which is the power conferred to CGM in the CO letter under ref and almost 60 nos of TIP/LCOs got this benefit.

Now, it is seen that the exemption given for the refundable deposit and the first year/first quarter infra charge are withdrawn in Kerala circle. This will affect badly the current tempo and progress, where we are facing vivid kind of difficulties in data business. In this regard the following are submitted for your information and retrospection please:

1. Bill collection from customers are regulated through BSNL wallet and no possibility of any malpractices affecting BSNL exchequer is possible for TIP/LCO.
2. If any apprehension of malpractice/malafide acts by the TIPs, agreement will take care. The agreement may be modified accordingly.
3. The commission amount due for the TIP/LCO can be paid in the following month, so that the same shall work as caution deposit. This can be stated in the agreement.
4. Most of the exclusive TIPs are patronaged by BSNL stake holders only.
5. Almost 50 applications are pending with Circle office and BAs for approval.

It is requested to enact the waiver of refundable security deposit of Rs10000/20000 and the first quarter infra charge, for the exclusive LCOs/TIPs as practiced earlier for enabling large scale FTTH provision in Kerala circle.

A favourable action is kindly solicited immediately to capitalize the high demand generated for "Work from Home" due to COVID 19 Pandemic.

Thanking You,

Sincerely Yours



Jithesh K P.

Circle Secretary

SNEA Kerala Circle

Copy to:

Shri. P G Nirmal, GM S&M CFA, Kerala Circle