



SANCHAR NIGAM EXECUTIVES' ASSOCIATION

KERALA CIRCLE

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

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No.SNEA/Kerala/2020-21/II/104

dated at TVM

the 22nd May 2020

To

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

Respected Sir,

Sub: Unbundling of BSNL Tunes (PRBT) from STVs/PVs of Kerala Mobile Services to arrest Revenue leakage – reg:

Ref: 1. SNEA/CHQ/CMD/2018-21/54 dated 20th Nov'19
2. SNEA/Kerala/2018-19/II/66 dated 4th Dec'19

Kindly refer to our letter addressed to your good office on 4th Dec'19, in continuation of the letter addressed to CMD, BSNL by our General Secretary, SNEA on 20th Nov'19. It is disheartening to note that **the revenue leakage in the name of BSNL Tunes (PRBT) to M/s. ONMOBILE makes a big loss to the BSNL Organisation as a whole.** Being a loss making company for the last few years, part of our revenue to be shared to a private company to the tune of Crores of Rupees without serving any purpose to the best of our understanding is quiet intriguing.

As pointed out by SNEA Odisha, Odisha Circle took bold decision in the matter and got approval from Corporate Office for unbundling the PRBTs in their STVs/PLANs and Calcutta TD also unbundled the PRBT for STVs 74/75/99 and 198. This makes Odisha Circle's revenue increase by 20% in these specified STVs. Same way Assam Circle also unbundled PRBT from their STV99. Anyway SNEA CHQ's immense pressure at Corporate Office level, makes them to think and withdraw BT from STVs 105/129/138/201/47/29 (north & west zone). Unfortunately, unbundling of PRBT from none of the above STVs are implemented in Kerala Circle.

Kerala Circle as a top Circle compared to other Circles sharing 15% of revenue share of the total All India Revenue of BSNL **had a revenue leakage of Rupees One Crore Eighty Seven Lakhs and Sixty One Thousand to M/s. ONMOBILE in the name of BSNL Tunes (PRBT)** through our Eight PLANs and Eleven STVs in last financial year (2019-2020). It is interesting to note that **three DATA STVs (DATA STV98/198/998)** is also offering BT to subscribers. The hard earned market earned by the Kerala Circle is being offered in a platter to the content providers without any efforts from their side.

Therefore, SNEA Kerala here again suggests for the immediate withdrawal of BSNL Tunes (PRBT) from all the STVs and PLANs by taking necessary action in the interest of BSNL as well as that of customers.

As a recognised representative association, SNEA look forward to your esteemed personal intervention in this matter to make BSNL Kerala to further more heights with more revenue in this financial year.

Thanking You,

Sincerely Yours

A handwritten signature in blue ink, consisting of a stylized initial 'J' followed by a long horizontal line.

**Jithesh K P
Circle Secretary
SNEA Kerala Circle**

Copy to Shri Rajendran.C, PGM(S&M-CM), Kerala Circle