



**BHARAT SANCHAR NIGAM LIMITED**  
(A GOVT. OF INDIA ENTERPRISE)  
SR Cell, Corporate Office  
8th Floor, Bharat Sanchar Bhawan,  
Harish Chander Mathur Lane,  
Janpath, New Delhi-110 001

No. BSNL/7-2/SR/2014

Dated, the 4<sup>th</sup> April, 2014

**Information/Status Note**

Sub: **Various issues raised by the Unions and Associations**

Representatives of various staff Unions/Associations have raised issues related to strategic operations/future roadmap of BSNL and have met CMD BSNL on one or the other occasion. These issues are also in the larger domain of the Government while relating to viability/expansion of BSNL, as well. CMD BSNL has desired to make following observations/facts on these issues, which are summarised in the succeeding paragraphs for information of all concerned.

**1.2 Merger of BSNL and MTNL** - CMD has allayed the apprehension of the employees in general and those of Unions and Associations in particular that all the relevant and important issues pertaining to BSNL would be adequately addressed prior to finalisation.

**1.3 Formation of subsidiary Tower company** - The CMD has mentioned that the Company is in urgent need of revenues to meet capital expenditure and to modernise its existing assets in addition to meeting huge and disproportionate (if compared with others in the Telecom Services provider domain) employee cost. To address this situation to some extent other revenue streams have got to be tapped using assets of the company. A proposal is under consideration to create subsidiary tower company to improve substantially the operations of our passive infra thereby generate additional revenue.

**1.4 Challenges faced by BSNL from other Broadband operators** - CMD has mentioned that it would be premature to assess any such impact on BSNL. However, BSNL has enormous potential to grow further in broadband segment on wired lines. In fact, BSNL is to provide 20 million broadband lines on its fixed landline network. Thus, we must focus on our delivery of services as well as its quality and not to get unduly perturbed by other operators. The CMD also stated that procurement processes have been considerably streamlined. In this regard, he advised the Unions and Association to give their suggestions, as well.

2. CMD also stated that with a view to further enlighten the union leaders on the issue of formation of subsidiary Tower company, a presentation is proposed to be made at 1500 hrs. on 21<sup>st</sup> April, 2014 in the Conference Hall, 9<sup>th</sup> floor, Bharat Sanchar Bhavan, New Delhi. The General Secretaries of all the unions and associations, those who are desirous, may attend the same and ensure that a maximum of two participants from a union/association attend the same.

*Satish Wadhwa*  
4.4.2014

(Satish Wadhwa)  
DGM (SR), BSNL C.O.

Copy to:

General Secretaries of all Unions/Associations in BSNL.

*Sh. Prahlad Rai, GS, BSNL EA*