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No: AIBSNLEA/CHQ/DIR (CFA)/2020

Dated: 26.08.2020

To

Shri Vivek Banzal,
Director (CFA),
BSNL Board,
New Delhi- 110001

Subject: Request for re-consideration of the decision for discontinuance of the Scheme regarding enrollment of Spouse or Wards of BSNL/DoT Employees for FTTH Channel Partner as MSO/TIP-reg.

Reference: BSNL CO letter No: BSNLCO- NPBB/11(13)/3/2020-NWP-BB dated 21/08/2020.

Respected Sir

We would like draw do your kind attention on above cited subject and reference, wherein BSNL has discontinued/withdrawn the already approved Policy for enrollment of Spouse or Wards of BSNL/DOT employees, having Proprietorship/Partnership firm with an objective of providing the Telecom Services for Business Model Case I to IV as FTTH TIP/Channel Partners, **which is not in the interest of BSNL as well as TIP/Channel Partners as they have achieved the large volume of business through this model. After implementation of the policy, there is an excellent growth in FTTH business in the field, but the withdrawal of the Policy decision may adversely affect the BSNL's FTTH Business and hamper the BSNL's growth & Revenue.**

BSNL Corporate Office issued instructions vide letter No. 64-253/2017/NWP-BB/FTTH dated 13.03.2019vide which Circles were authorized to allow any person (Spouse or Wards of BSNL/DOT Employees or Retired BSNL/DOT Employees) , having Proprietorship/Partnership firm with an objective of providing the Telecom Services for Business Model Case I to IV, as FTTH TIP/Channel Partners.

In this regard, BSNL promoted above mentioned instructions with wide publicity and many Retired persons and relatives of the BSNL/DoT Employees started(exclusive LCOs) toenroll themselves as FTTH TIP/Channel Partners for providing BSNL FTTH Services and invested

huge amount by purchasing Equipments likes OLTEs/ONTs/ OF & Splitters etc., As a result, large numbers of OLTEs were added in BSNL's Network and steep rise in BSNL FTTH Connections was observed after the implementation of this Scheme/Policy.

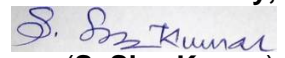
BSNL FTTH Business has vast potential in the present scenario of lockdown in COVID-19 Pandemic situation and the withdrawal of the policy decision regarding enrollment of Spouse or Wards of BSNL/DOT employees, having Proprietorship/Partnership firm with an objective of providing the Telecom Services for Business Model Case II to V, as FTTH TIP/Channel Partners will definitely affect the BSNL FTTH Business. If there is any drawback in the Policy, the same can be reviewed but discontinuance/roll back of the whole decision where BSNL's Partners involved huge amount, will not be in the interest of its TIP/Channel Partners as well as bad name for BSNL.

Sir, before taking any such decision in this regard, necessary feedback may kindly be obtained from the Field Units regarding the impact of BSNL's Business as well as the Revenue.

In view of above facts, we would request your good self to review the decision of discontinuance/withdrawal of the agreed policy in the interest of BSNL as well as BSNL/DOT Employees' Spouse/Wards & near relatives, who have enrolled themselves as FTTH TIP/Channel Partners as per the BSNL Policy and invested huge amount having faith in BSNL.

With kind regards,

Yours Sincerely,



(S. Siva Kumar)

General Secretary

Copy for information and necessary action to:-

1. GM(NWP-BB) CFA, BSNL Corporate Office, New Delhi-110001