

Director Finance Cell.

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भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

Sub: Action points of introductory meeting with CMD held on 29.07.2024 reg.

Please find enclosed herewith the action points of introductory meeting with CMD held on 29.07.2024 under the Chairmanship of CMD BSNL for necessary action.

Encls: As above


Yuvraj Singh
Jt. GM(FC)

To
PGM(PF & GP-F), PGM(CBB, SEA & FC), PGM(CA), PGM(IA & F-CFA), PGM(MM), SGM (CFM & Taxation), SGM(F-CM/EB), SGM(F-CFA & F-GP) BSNL CO

Copy to: Director (CFA), Director (EB), Director (CM) and Director (HR)
PS to CMD BSNL

UO No. BSNL CO-FC/2024 - July/3

Dated: - 31 -07-2024

Action points of introductory meeting with CMD held on 29.07.2024

1. BTS Bond feasibility to be discussed. (Action by : Sr.GM CFM)
2. Recruitment in BSNL at DGM level to be started.(Action by : PGM SEA through HR Vertical)
3. HR Tool for Personnel Analytic & Value analytics financial items to be incorporated through HR jointly. (Action by : PGM SEA through HR Vertical)
4. Review how to reduce retiree medical expenses. Shift Medical reimbursement of retiree to CGHS or any other mode may also be studied. (Action by : PGM CBB through HR Vertical)
5. Review details for cost saving like other Private companies regarding AGR liabilities. (Action by : PGM CA)
6. GST to be reduced to 5% or 12% from 18 % on BSNL services matter to be taken up with Finance Ministry. (Action by : Sr.GM Taxation)
7. New KPI parameters to be added e.g. i) New revenue Stream generation ii) Longest Outstanding amount received etc. (Action by : PGM FC)
8. Conversion from Copper to Fiber (OFC) review of policy. (Action by : PGM F-CFA through CFA vertical)
9. Review revenue share to partner of FTTH under different module and bring at par with industrial standard which is 30% approximately. (Action by : PGM F-CFA through CFA vertical)
10. Meeting with Vendors & BSNL Partners to be arranged. (Action by : PGM F-CFA/F-CM-EB)
11. EB business to be focused and more private customers to be roped as EB customers (80:20 for Pvt: Govt. business respectively). (Action by : PGM F-EB through EB vertical)
12. 100% Payment of Franchisee commission through ERP feasibility to be study. (Action by : PGM (F-CM), PGM (F-CFA) & PGM (FICO))
13. Develop BSNL pay wallet for payment of Temporary advance /Imprest. (Action by : PGM CA & PGM CBB)
14. Nil bank loan /Overdraft efforts should be made so that BSNL should not have to take loan or overdraft. (Action by : PGM CBB)
15. Price negotiation guidelines is to be as per CVC guidelines. Go for reverse auction. (Action by : PGM PF/ PGM (MM)
16. Delegation of financial powers to be reviewed w.r.to tender approval at Directors/CMD/MCB level. (Action by : PGM EF)

17. Reduce procurement cycle to 3 month and adopt online procedures. (Action by : PGM PF / PGM (MM))
18. OEM to be motivated to involve directly in bidding instead of system integrators (SI). (Action by: PGM PF/PGM (MM)).
19. Online Portal for RTI & for Parliament Questions to be developed. (Action by : PGM SEA through HR vertical)
20. SharePoint instead of Google Drive to be used for document sharing. (Action by : PGM PF)
21. Pending Payments from USOF, list to be provided and utilization certificate to be issued for fund already received. (Action by : PGM GP-F)
22. Item wise & Circle wise expenses to be prepared and fancy expenses to be pointed out to reduce expenses. (Action by: PGM CBB).
23. Profit center report circle wise and vertical wise and vertical wise PAN BSNL to be prepared and analyzed. (Action by : PGM CA)
24. High value Opex item to be reviewed for rationalization. (Action by : PGM CA)
25. Focus on "25% revenue growth in next 18 month" by all the revenue verticals. (Action by: PGM (F-CFA) & PGM (F-CM-EB) through CFA, CM & EB vertical).