



All India Graduate Engineers & Telecom Officers Association

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GS/AIGETOA/2019/50

Dated 07.08.2019

To,

Shri Vivek Banzal,
Director (CFA), BSNL Board,
Bharat Sanchar Bhawan, New Delhi.

Sub.: Regarding procurement of **Multi Service Access Nodes (MSAN)** for VDSL & GPON Ports-Reg.
Ref.: 1. No: 64-438/NWP-BB/2016-17/DSLAM/Vol III dated 20.06.2019 of BSNL CO, New Delhi

Respected Sir,

We would like to draw your kind attention towards recent decision of the BSNL Corporate Office to procure **Multi Service Access Nodes (MSAN)** having VDSL vectoring ports and GPON ports. The Circles were asked to provide the planning and readiness of sites to deploy MSAN equipment as per referred letter at #1. When the issue was brought to our knowledge, we also put our time to gather information about this equipment, MSAN. What we observed that many of the field units have a negative feedback for this MSAN equipment considering its limitation and availability of better solution in the market. We studied different reports of its functioning aspects, tried to gather inputs from field executives working in the segment and collected information from other sources and found that following concerns needs to be looked into before moving ahead with the procurement of MSAN equipment:

- ***The MSAN equipment seems to be decided basically for its added availability of VDSL vectoring technology Port in addition to GPON port. But, this copper based technology is an outdated one as all operators are focussing on fibre based data services instead of copper based data services. This very feature of VDSL technology has increased its cost multiple times of plain GPON OLT equipment for the same number of ports.***
- ***The copper based VDSL port will provide good speed practically only up to about 500 meter and after 1 Km its performance deteriorates drastically as claimed.***
- ***MSAN equipment is DC power based equipment and DC supply is normally available in BSNL exchanges and not in commercial places.***
- ***The speed limitation of copper based VDSL vectoring technology of MSAN viz-e-viz FTTH.***
- ***Challenges in its deployment in densely populated areas due to DC based equipment.***
- ***Limited number of VDSL customers and its shrinking market due to expansion of FTTH.***

In the light of above facts, we want to apprise here that when world is moving towards fibre based data services and offering speed from 50 Mbps to 1 Gbps on attractive rate, we are investing in

Copper based data technique with higher investment. It is further to add here that detail analysis of VDSL ports utilized versus procured by BSNL will give a clearer picture that how this VDSL technology is depleting fast. It has also been observed that after slash in FTTH tariff, copper based broadband connections have decreased sharply and this can be further analysed with availability of loading of broadband ports as on date. Whereas, the FTTH connections are growing rapidly and new avenues are emerging daily and the future is definitely for the fibre based data services. Further, we are already getting input that the second largest telecom operator of India is schedule to launch their fibre based data/voice services very soon. So, the MSAN deployment may not be a best choice considering above limitations and better options available in the market as on date.

Therefore, we would like to request you to kindly give a relook over the concerns raised, before arriving on a conclusion about deployment of MSAN equipment in the larger interest of BSNL.

With warm regards,

Dated: 07.08.2019

Yours Sincerely,

--Sd/--

[MD. WASI AHMAD]
General Secretary

Copy for kind information to:

1. Shri P. K. Purwar, Chairman & Managing Director, BSNL, New Delhi
2. Shri Suresh Kumar Gupta, Director (Finance), BSNL Board, New Delhi.