



All India Graduate Engineers & Telecom Officers Association

Central Headquarter, New Delhi

President
Laxman Banoth
9490144699

General Secretary
Ravi Shil Verma
8373967633

Finance Secretary
Yogendra Jharwal
9414000877

All communication at E-mail - "gs@aigetoachq.org" only

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Dated 18.06.2019

To,

Shri Narendra Modi Ji,
Hon'ble Prime Minister of India
Government of India, New Delhi

Subject: Revival and Survival of BSNL – Request for Government support and need for stringent measures to be taken by the government for instilment of performance, accountability and efficiency with complete thrust on deliverance - regarding.

Respected Sir,

We introduce ourselves as All India Graduate Engineers & Telecom Officers Association, an association operational in BSNL and comprising mostly of Engineers and account professionals recruited by BSNL after its inception. **We represent the voice of the youngest lot of BSNL who are to go a long way in this organization and stand committed for the revival of BSNL and hence forth we stand firmly with the government in its endeavors to revive BSNL even the harder ones.**

We still remember and appreciate the time when the new government took over under your esteemed leadership in year 2014 when BSNL after so many years came on the growth path and garnered an operational profit of 672 Crores. **The efforts taken by the team deputed by your good self under the captainship of Shri Ravi Shankar Prasad, the then Minister of Communications sowed the seeds of revival of BSNL.** The minister under his able guidance motivated our BSNL family to perform and deliver. ***BSNL Management and the employees, motivated by the efforts of government took up the challenge and BSNL started moving towards the path of regaining its pristine glory and we all were sure that this trend is going to continue in future. The trend continued in Financial Year 2015-16 with BSNL taking huge leaps forward with an operational profit of Rs. 3855 Crores and subsequently in financial Year 2016-17 with an operational profit of Rs 1684 Crores.***

However, owing to the subsequent predatory market conditions, the whole telecom sector came under stress and BSNL also remained no exception to it. The revenues started taking nosedive and expenditure started moving up owing to the tough market scenario. ***However, still BSNL deserves credit for keeping the Market Share in upward direction despite the extremely adverse conditions all these years. BSNL remained self dependent and almost debt free which is basically in sharp contrast to the other telecom players who have been severely debt ridden owing to the huge loans taken from banks and other financial institutions. Till recently except for one month, BSNL never defaulted in payment of salaries to its employees. It will be pertinent to mention that during this stressful period also, BSNL managed its operations from its own resources and without any external support. This was possible only because of combined efforts of BSNL employees and its management.***

During all these years, BSNL has been the only Telecom Service provider which didn't sighth away from its responsibilities at the time of need especially when some of our states were marred with natural calamities like Uttrakhand Floods, Chennai Floods, Kerala Floods and the very recent example being the Cyclone "Fani" in Odisha. Further, BSNL is also providing services in geographically difficult areas and the LWE affected areas without any roadblocks. BSNL, its management and the employees has always kept the communication service up and running during the most adverse circumstances. Therefore strategically also, the presence of a robust & performing BSNL is a must in the National Telecom Scenario.

We are also aware that thrust of the current national leadership is performance. The focus of the government under your esteemed leadership has been efficacy and output. The recent decisions of introduction of lateral entry at the level of Joint Secretary for eminent professionals from various fields and deployment of retired but outstanding professionals at key positions of government gives us enough reasons to believe that the current regime is believing into only one Mantra – Perform or Perish. **We also look forward to adoption of the same professional and result oriented system in BSNL where carrot comes with performance and stick comes with the non-performance.**

Today, our company is at a very crucial position where even a slight negligence further may result into complete doomsday for our beloved company. **The upward surge in Market Share of BSNL should continue and the team associated with running the BSNL should be made answerable to the performance as well as non-performance.** The team must be asked to ensure that BSNL keeps on moving forward towards the path of growth and the balance sheet of BSNL once again shows northwards movement.

We firmly believe that with minimum basic monetary support from government to do away with the current liquidity crunch, BSNL can once again enter into the league of profit making companies. **The current cash crunch is resulting into deterioration of the operation & maintenance activities of BSNL which is making the revival path even more difficult. Therefore, we request your good self to provide the minimum budgetary support for revival of BSNL.**

This association has been submitting its suggestions and aspirations associated with revival of BSNL vide its previous letters. We once again take this opportunity to submit our suggestions for revival of BSNL as mentioned below:

1. The Government may consider the proposal of VRS, reducing of retirement age to 58 years as interim measures to curtail the establishment cost of the company.
2. The Government is requested to arrange to provide the immediate availability of fund for the CAPEX & OPEX either through support from DoT or through soft loan from the banks with strict check on wasteful expenditure.
3. Allotment of 4G spectrum for BSNL through equity infusion for rolling out full-fledged 4G services for competing at par in market with other TSPs.
4. **Issuing of advisory to the Central Government Departments and PSUs for using the telecom services from BSNL only.**
5. The directions for performance audit of all the projects valued more than 100 crores.
6. Allow BSNL to monetize its land resources to generate additional revenue.
7. Payment of pension contribution on actual basic instead of maximum for all absorbed employees of BSNL.

8. Resolution of HR issues pending at DoT/BSNL to instill confidence and motivation in the rank & file of BSNL Employees.
9. Implementation of performance oriented HR Policy in BSNL.

We hereby once again convey our heartiest congratulations to your good self on assuming the esteemed post of the Prime Minister of India and assure the whole hearted support of more than 25,000 young and professionally qualified BSNL Recruited Executives for all the steps and hard decisions which government takes for reviving BSNL. We Stand Committed for all the efforts and decisions for the well being of our beloved company i.e. BSNL.

With Warm regards

Sd/-

[MD. WASI AHMAD]

General Secretary (I/C)

Copy to:

1. Shri Ravi Shankar Prasad ji, Hon'ble MoC, Government of India for kind information pl.
2. Shri Nripendra Mishra, Principal Secretary to the PM for kind information and n/a Pl.
3. Smt Aruna Sundararajan, Secretary (T) for kind information and n/a pl.
4. Shri Anshu Prakash, Additional Secretary (T) for kind information and n/a pl.
5. Shri Anupam Shrivastava, CMD BSNL for kind information and n/a pl.
6. Shri Vivek Banzal, Dir(CFA) BSNL Board for kind information and n/a pl.
7. Shri Sheetla Prasad Tripathi, DIR (CM) BSNL Board for kind information and n/a pl.
8. Shri B. L. Varshney, Dir(EB) BSNL Board for kind information and n/a pl.
9. Shri S. K. Gupta, Dir(Finance) BSNL Board for kind information and n/a pl.