



# All India Graduate Engineers & Telecom Officers Association

## Central Headquarter, New Delhi

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GS/AIGETOA/2019/76

Dated 31.10.2019

To,

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

Reference: **AIGETOA initial suggestion to revive CFA segment as part of BSNL Revival Proposal-Reg.**

**Respected Sir,**

We would like to express that any revival measures initiated for the betterment of the company will be an exercise in futility if the legacy setup of the company is not replaced with the contemporary professional setup. As the proposed VRS Plan is a golden handshake, a major chunk of employees in the target audience may come forward to adopt the opportunity on the expected line. In this case a drastic reduction of officers and staffs will be created suddenly in the organization. We know that the BSNL Board will be definitely working in the direction but we also have to discharge our part of responsibility in the re-building of our organization. *So, we are in process of preparing a detailed presentation on various verticals which will be submitted in due course of time.*

Presently, we are submitting our first initial proposal on CFA Segment where our team has worked in depth to analyze various factors including customer requirements, field realities, revenue increase, expenditure reduction, staff reduction, financial austerity measures and phased changes. It also addressed the procurement policy, planning of new projects, capital expenditure made for augmenting capacity etc. Here, we just like to add that BSNL has a strong pool of internal talent to cater needs of company and customers and hence Qualified and experienced internal talent should be given higher responsibilities and adequate authority to deliver the result.

We are hopeful that our suggestions will find a place on merit and it will be inculcated in future restructuring and decision making process by the department. We will be coming soon with more inputs and suggestions on all verticals for a better and viable BSNL. ***AIGETOA is looking forward for a positive gesture from the management to incorporate these young, educated and vibrant executives of BSNL in higher role in re-building of our organization.***

Encl. As above

With warm regards,

Yours Sincerely  
--Sd/--

[**MD. WASI AHMAD**]  
General Secretary

Copy:

1. Shri P. K. Purwar Ji, Chairman & Managing Director, BSNL