



All India Graduate Engineers & Telecom Officers Association

Central Headquarter, New Delhi

President
Ravi Shil Verma
8373967633

General Secretary
Md. Wasi Ahmad
9431200347

Finance Secretary
Yogendra Jharwal
9414000877

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

GS/AIGETOA/2020/92

Dated 24.08.2020

To,

The Director (CFA),
BSNL Board, Corporate Office,
New Delhi.

Subject: Reconsideration of the order issued against enrollment of Spouse or ward of BSNL/ DoT employees for Channel Partner as MSO/TIP to provide FTTH connections- A setback to BSNL business interests.

Reference: 1. BSNLCO letter No NPBB/11(13)/3/2020-NWP-BB dated 21/08/2020.
2. BSNLCO letter No 64-253/2017/NWP-BB/FTTH dated 13.03.2019

Respected Sir,

We are receiving inputs from various Circles that the order issued by BSNL Corporate Office New Delhi vide letter under reference #1 to discontinue/withdraw the enrollment of spouse or ward 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 is not in line with larger interest of BSNL considering the volume of business achieved through this model.

Earlier the order was issued on 13.03.2019 to engage them in the new business model on suggestions from the Circle itself and BSNL promoted it to maximum possible extent and many retired persons and relatives of the staffs started exclusive LCOs to provide BSNL services and invested hefty amounts by taking into the confidence of BSNLs orders and faithfulness to contribute in CFA sector, which was going in drastic negative trend due to over dependence on copper based last mile access network. The result was also good as BSNL shown steep rise in FTTH business and these TIPs/CPs also played important role in various Circles like Kerala etc. It has been seen that initially agreements were made with LCOs, who were having agreements with other ISP aslo, and it became counterproductive on many occasions when the BSNL leads issued to such LCOs were diverted and connections were provided through other ISP, giving a loss of business to BSNL. It was observed that LCO under Type IV model is one of the main contributor for FTTH growth, where BSNL doesn't required any investment on Provisioning or Maintenance of last mile connectivity and getting good revenue. It was also found that the model also restrict diversion of business to other service providers by countering LCOs with multiple ISPs enrolment, who have divergent interest due to varying commission structure.

We all know that FTTH business has vast potential in the changing time and hence we feel that any policy decisions should be well considered in all aspects. The roll back decision as referred in letter #1 may have some reason but we would like to submit here that if there are drawbacks/ambiguities in the policy, it should be addressed instead of scrapping the policy itself when we have achieved dividend from the said policy. Also, if anyone is doing mischief with the provisions, he/she should be dealt strictly instead of a blanket ban of the provisions as such decisions may invite bad face value as well serious setback to BSNL interest in the event of these LCOs/TIPs drifting away towards others service providers/competitors.

Therefore in the light of above facts, we would like to draw your kind attention to review the decision and have a wider consultancy from fields as well as its impact on our business before taking a final decision.

With warm regards,

Sd/--
[MD.WASI AHMAD]
General Secretary

Copy to

1. The Sr GM(NWP-CFA) for kind information and N/A please.

Regn. No. : HR/019/2018/02138

Regd. Office : Flat No. A-302, Life Style Residency, Plot no: GH 41-42, Sector-65, Faridbad, Haryana-121006