



All India Graduate Engineers & Telecom Officers Association

Central Headquarter, New Delhi

(The Recognised Representative Association of BSNL)

President
Ravi Shil Verma
8373967633

General Secretary
Md. Wasi Ahmad
9431200347

Finance Secretary
Yogendra Jharwal
9414000877

All communication at E-mail - "chqaigetoa@gmail.com" only

GS/AIGETO/2021/85

Dated 28.06.2021

To,

Shri P. K. Purwar,
Chairman & Managing Director, BSNL
BSNL CO, H. C. Mathur Lane, Janpath, New Delhi

Subject: Immediate roll back of decision on sale of outdated 2G Featured Phone in a 5G Era offered by M/S Innocom and many more such decisions commercially not viable for BSNL -Reg.

Reference:

1. BSNL CO Circular No: BSNL CO-SMCM/18(11)/2/2021-SM-CM dated 24.06.2021
2. Agreement held between BSNL & M/s INNOCOM for handset bundling scheme.

Respected Sir,

We wish to draw your attention towards following for kind consideration and suitable direction please.

When the entire world is looking towards 5G technology in wireless segment, BSNL sudden move to bundle 2G phones with **M/S Innocom Electronics India Pvt Ltd (Infocus)** raised many questions among the employees and esteemed customers. One side BSNL couldn't rolled out 4G despite of the Union Cabinet approval of the spectrum for 4G to the BSNL more than one and half year back, whereas other side all operators are preparing for 5G testing after the nod of the Govt of India. In such a situation BSNL tie up with M/S Innocom for 2Gbundle Handset seems to uncalled move, which will further dent the image of BSNL in the eyes of public, which is already at the lowest. **Here we are** presenting some fact about **M/S Innocom Electronics India Pvt Ltd (Infocus) with whom BSNL signed agreement to sale 2G Featured Phone.**

INFOCUS is 100% made in India. However, the phone models of INFOCUS are designed in China. The 2G Feature phone of M/S INNOCOM, which is outdated, was forced to sell through BSNL Channel Partners.

- They offer the same Handset Vibe Plus through Amazon for Rs 860/-.
- **Here the MRP fixed is Rs.1199/- that includes a 60 days voucher PV-225/- and Rs 161/- commission for the channel partners.**
- Normally 12 months vouchers are bundled with a handset in order to lure customers to use the handset and services of the operator that leaves a WIN-WIN situation for both. But in spite of BSNL having 12 months Plan PV-397, BSNL created a special 60 days plan for this bundling offer.
- The tie-up of RIL with INFOCUS was history and we watched the offer they made to customers. After four years of this tie-up, the same INFOCUS made this agreement for 2G phone (dual SIM) with BSNL had some secret strategy. Out of the 2 slots available in the handset, Only One SIM Slot IMEI will be provided to the customers.
- Customers already purchased Infocus Phones had really a bad experience and it is expressed in social Medias as well as in customer groups.

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

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

- As per the media report in 2017, a Retail outlet M/S Teleshop, New Delhi filed a case CC No. 364/16 in CDRF(Central), Kashmiri Gate, New Delhi against Innocom Electronics due to Mobile phone they purchased stopped functioning abruptly. The matter gone to the District Forum, which directed Innocom Electronics to pay the cost of phone, compensation and litigation costs to M/S Teleshop. M/S Innocom filed appeal in Sate Commission, but the State Commission didn't find any reason to interfere with the Forum's order."

Sir, when the entire world is moving towards 5G, BSNL sudden and surprise move to market 2G phones with **M/S Innocom Electronics India Pvt Ltd (Infocus) raised many questions, as summarized below:**

- When popular 2G handsets like NOKIA are available @ price below Rs1000/-. Why BSNL is making an effort to bundle an unknown brand @ price at par with NOKIA?
- When the entire world is moving towards 5G, WHY BSNL make a sudden and surprise move to bundle 2G phones with M/s. Innocom Electronics India Pvt Ltd (Infocus)?
- When BSNL is surrendering part/full bandwidth of 900MHz & 1800MHz, why it is bundling a sub-standard product in this surrendered bandwidth?
- When BSNL is having a long term plan PV-397 with 1 year validity. What is the justification of allowing a bundled phone with just 60 days validity for Rs 225 voucher?
- The last question is whether the deal has been made intentionally to favour some person or it's just an awful decision. It is important as if someone has vested interested behind the deal, then it must be looked into and enquired properly.

Further, as brought to your kind notice earlier, many such decisions need to be reviewed, which has turned BSNL a prey for many vendors, who are getting fed on BSNL for years and most importantly in a time when BSNL is not able to meet its minimum wage demand for its employees. The instances where BSNL could have save hundreds of Millions every year are as below for your immediate reconsideration:

- Bundling of PRBT on all mandatory validity vouchers and vouchers that do not need any promotion. Such as PV-75 & 94, PV-397, STV-99 & 118 etc.
- Procuring SIM @ Rs28+ from only 4 vendors registered by BSNLCO for all the circles, when the same 4G SIM is available at much lower rates and procured by other operators.

In the light of above facts and figure, we request for your kind intervention in this regard and demand the following to protect the interest of the organisation and save Brand Name of BSNL from any dent.

- 1. A suitable direction to the concerned Cell for immediate roll back the decision of marketing of 2G featured handsets.**
- 2. To withdraw the bundling of PRBT with mandatory & popular BSNL vouchers.**
- 3. To procure SIM from open vendors pool at much lower rate available in the market by lifting the cartel restrictions in SIM Procurement.**

With warm regards,

Dated: 28.06.2021

Sd/--

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

Copy to:

1. The Director (CM), BSNL Board, New Delhi for kind information please.