



All India Graduate Engineers & Telecom Officers Association

Central Headquarter, New Delhi

(The Recognised Representative Association of BSNL)

President
G Veerbhadra Rao
9440648648

General Secretary
Md. Wasi Ahmad
9431200347

Finance Secretary
Badri Kumar Mehta
9868183579

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

GS/AIGETOA/2022/66

dated 07.07.2022

To,

Shri V. Ramesh,
Director (EB) BSNL
BSNL CO, New Delhi

Subject: Tender of O&M and FLM of Bharatnet Phase-1 and apprehension expressed by field units -Reg.
References: Tender No. BSNL/BN/Comprehensive AMC of BharatNet Phase-I/T-725/2022 dt 09.04.202

Respected Sir,

We would like to attract your kind attention towards one of the serious apprehension expressed by field units regarding awarding of tender and allotment of O&M work and comprehensive AMC of BharatNet Phase-I to agencies already in the field of FTTH business in the zone causing conflict of business interest with BSNL.

BSNL has been entrusted with the work of O&M by DoT, Govt of India and accordingly BSNL floated tender for the same as referred. In this, various bidders would have participated for award of the works across the Nation. But it is apprehended by employees in the field that, some places the Tender is in process of being awarded to our core competitor in FTTH business, who are called **Competitor Maintenance Agency (CMA)**. If it happens, then same CMA will become agency for maintaining of Bharatnet Phase-1 Network (existing OFC from OLTE location to FPOI and BBNL Incremental OFC from FPOI to GP), who also provides FTTH connections of his company in the same operational area.

Competitor Maintenance Agency (CMA) being a core competitor in FTTH business in same area will result in serious conflict of business interest. CMA may exploit BSNL and BBNL Network in expansion of their own FTTH business by delay in maintenance or unwritten mechanism to harm the interest of BSNL for their own growth. Even the provision of penalty may not be sufficient to deter the CMA as more benefits it can extract by expanding their business in the cost of BSNL. An unholy nexus between CMA and BSNL CPs can't be ruled out in this scenario and it may result in bulk migration of FTTH business from BSNL to CMA.

In view of the above, we draw your kind attention on this aspect before final award of the work to any bidder. The bidder needs be scrutinized on this line also and even if it is detected in advance stag, the same may kindly be taken into cognizance before final decision in the interest of BSNL. We look forward for a positive and urgent consideration in this regard.

Thanks and Regards

Yours Sincerely

Sd/---

[MD. WASI AHMAD]
General Secretary

Copy to:

1. The CMD BSNL, BSNL CO New Delhi for kind information please.