



ALL INDIA BSNL EXECUTIVES' ASSOCIATION
Kerala Circle, Thiruvananthapuram

President

Sri.Vijayakumar B

AO, Ernakulum

9446374700

vkumarbsnl@gmail.com

Secretary

Sri.V.Shaji

D.E , Trivandrum

9446450450

shajilayam@gmail.com

Finance Secretary

Shri. Biju Gopal

AO ,Thrissur

9446574220

bijugopal1@gmail.com

No. AIBSNLEA/Kerala /2017-20/IIM –BSNL Revival / dated 02-11-2018

AIBSNLEA Kerala Suggestions :
Revival of BSNL IIM Ahmadabad on 02-11-2018

“ It is not the strongest of the species that survives, nor the most intelligent that survives. It is the one that is most adaptable to change. “

-Charles Darwin

BSNL has to have state of the art technologies to show its potential presents in telecom market in cut throat competition with rock bottom tariff. To attain the technologies we want fund and the first step is the capital infusion either by Govt or from Banks.

Telecommunication Market of India with 1.6 Lack Crores of revenue is running on 4.9 Lack crores of Bank Loan . Some companies have more than one lakh crore bank debt to acquire latest technologies . Without capital infusion BSNL also cannot survive.

If loan is from bank **DOT must extend the letter of comfort** to Banks so that we would get loans at a subsidised rate . **4G spectrum with 20 MHz BW** has to be extended without any delay and **3rd PRC** must also be extended immediately to motivate staff. This is the stepping stone towards BSNL revival.

1. Landlines are fading to obsolete, need to be completely replaced by OFC. OFC, on the contrary to what is being done now, are to be taken to customer premises via Pillar, DP.

2. Extend space to ATMs/Mini ATMs with free connectivity but rent and Electricity to be paid in BSNL premises by offering them free connectivity and 99.99% uptime. Being in PAN rings BSNL can assure the availability.
3. Solar Panel may be installed in large scale wherever feasible so that Electricity charge per unit of Rs.13 will be slashed to Rs.2 or 3 and BSNL can earn capital by selling out excess units
4. All the IQs available across India are to be brought on a single web platform. So that 100% utilisation can be done to State/Central /PSU employees etc so that maintenance cost from IQs can be earned out of its revenue .
5. With a large population of accounts officers BSNL can undertake Auditing services to various organisations, similar to what Civil and Electrical wings are carrying out external works and earning money.
6. By being BSNL a field oriented company, to perform better, the field staff can be on average age limit of 30 to 35 years.
7. Since BSNL has well talented officers , Non-BSNL officers are to be relieved from BSNL to avoid additional burden. BSNL is to be managed by its own management.
8. Training Centres of BSNL are to be fine tuned
Including ALTTC and BRBRAITT more than 22 training centres are the proud of BSNL .
 - BCOFT/BC NWE/BC Txmn Eng courses may be offered to BTech holders for 6 months duration theory and 6 months Practical and some reservations shall be done for these Candidates while recruiting DR-JTOs by amending JTO-RR . This will pave way for earning billions rupee revenue to Training centres and as part of Field Training we can utilise their man days.

- Training centres can undergo strategic tie-ups with Cisco (BSNL is a very big customer of Cisco), Huawei, RedHat, Juniper, Robotics Institutes etc for imparting trainings to public/PSU/PSB/Govt etc.
- All less efficient Training centres are to be outsourced partly or fully.

9. BSNL can acquire NBFC (Non Banking Financial Corporation) licenses and can extend financial services to BSNL Employees, State/Central Govt Employees, PSU Employees etc. BSNL can dispense these services through its large network of CSCs and exchanges.

10. Data Ware housing: BSNL has strong data bandwidth , Uninterrupted power supply and A/C Rooms in many prime locations . Investments for servers will be returned without much delay due to big marketing avenue

11. LED hoardings may be allowed to install on BSNL buildings on rent basis and BSNL advertisements must be done free of cost. Free data BW may be offered for Bank ATMs at BSNL Premises since it consumes very minimum BW. It will be adding revenue with other charges .

12. Stop Unwanted Inter Circle Long stay transfer from Kanyakumari to Kashmir in sadist way . Neither BSNL nor employee has any benefit out of it . Both will be at losers' side. If at all needed release to nearest circles and this may be restricted for employees of 55Yrs of Age or less.

13. BSNL man power will be dropped to less than 70,000 employees within a span of 6 to 7 years from the present strength of 1 Lakh 73 thousand . Hence VRS/CRS scheme needn't be thought of as part of revival.

14. LTC , Medical and other facilities may be re-started for profit making circles like Kerala to motivate the hard working employees and to promote lose making circles to come forward with some more hard work to turn their circles too profitable .

15. Standard Pay scales E2/E3 for executives are much awaited and very much demanded for motivating existing executives and attract outstanding youngsters to BSNL
16. 30% SAB is to be granted to all BSNL recruiters from their date of joining to BSNL
17. All pending 2nd PRC anomalies are to be addressed , including the 22820 issue.
18. AMCs in BSNL and procurements of equipments shall be done for the benefits of BSNL alone.
19. Formation of Tower subsidiary company to be scrapped
20. Implement Prepaid payment to all revenue share business.
21. Restructuring of man power resources in accordance with new business services.
22. Re-introduction of USO Funds to BSNL

With Warm Regards ,

For Team Kerala ,



C.V. Sraji
CS, AIBSNEA, Kerala