

DGM (NWO-CFA),  
BSNL Corporate Office,  
Bharat Sanchar Bhawan,  
H.C.M Lane, Janpath, New Delhi-1  
Tel No 23734352, Fax No 23354549  
Email:nwocfa@gmail.com



भारत संचार निगम लिमिटेड  
(भारत सरकार का उपक्रम)  
BHARAT SANCHAR NIGAM LIMITED  
(A Govt. of India Enterprise)

No.7-1/2016(PHM)/Pt-II

Dated: 06.03.2019

To

67

The Chief General Managers  
All Telecom Circles/ Telecom Districts  
BSNL

**Sub.: Suggestions deliberated on seven Key Business Focus Areas in the HOCC held on 5<sup>th</sup> & 6<sup>th</sup> February, 2019.**

Ref: PGM (C&M) office letter no. : 19-2/C&M/2019 dated: February 14<sup>th</sup>, 2019.

Sir,

Kindly refer the above mentioned letter under reference on the subject matter which is already available on intranet portal. Under Group1 deliberations regarding reduction in cost/expenditure, point B related to partnering for Opex is reiterated below:

"All those exchanges upto 50 working connections, at a standalone basis or even having Wi-Fi/BTS where the OPEX is more than the income from telephone exchange, need to be auctioned for revenue share model 31<sup>st</sup> March 2019 by EOI or some other innovative model at circle level in order to bridge the gap of revenue and opex."

You are requested to take the necessary action accordingly.

Encs: A/A (page no.'2' of the gist of suggestions)

  
AGM (MS-III-CFA)  
BSNL CO, New Delhi

v) There is a need to switch off, off line DR servers, without affecting the storage related servers during day time (with manning available)

vi) Payments need to be done timely in order to avoid the delay penalties.

**B. Partnering for OPEX:**

MS III  
i) All those exchanges up to 50 working connections, at a standalone basis or even having Wi-Fi / BTS where the OPEX is more than the income from telephone exchange, need to be auctioned for revenue share model by 31<sup>st</sup> march, 2019 by EOI or some other innovative model at circle level in order to bridge the gap of revenue and opex.

**C. Administrative / HR related saving measure:**

- i) 100% go green drive need to be implemented to ensure complete stoppage of paper based landline/ post-paid bills from 1.4.2019 to save printing and posting cost.
- ii) Contract labour for data entry or office work need to be immediately stopped.
- iii) All India Sports and Cultural tournaments need to be suspended for one year.
- iv) Sabbatical for employees above 50 years of age need to be promoted for reducing employee cost.

**D. Rent / Leased in BTS sites.**

There is a need to re-negotiate IP fees based on 6 months average traffic, if the average daily traffic is less than 50 Erlang per day, so that the Opex of IP fees can be saved. In case, if the IP fees continue to be the same then exit from that site.