



ALL INDIA GRADUATE ENGINEERS & TELECOM OFFICERS ASSOCIATION, GUJARAT

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No: Guj /AIGETOA/75

Dated: 18th Mar 2017

To:

Dr. Pradeep Kumar Hota
The Hon' CGMT Gujarat,
Bharat Sanchar Nigam Limited,
BSNL Gujarat Circle.

Subject: BSNL Development points reg.

Respected Sir,

We sincerely thank you for prompt actions on the suggestions submitted in our previous letter date 9th Feb 2017. The suggestions are directly received from the executives working in the field, on the basis of day to day problems they face, from experience, expertise and ground realities of the market. So these suggestions are practical, valuable and worth consideration. Following are some more suggestions related to various sections.

1) **Increasing of Antennas / Sectors in high traffic 3G BTS / Tower to improve Mobile coverage:** (CM Section)

Our 3G BTS/towers are technically capable to handle 6 sectors. But presently only 3 sectors are activated in our 3G BTS, we can increase it to 6 sectors by just increasing the antenna on the existing setup. Following points may be noted in this regard.

- a. Acquisition, Erection and Maintenance of new tower is very costly affair, but adding Antenna is much cheaper option.
- b. The Area of coverage will increase from 180 Degrees to 360 Degrees.
- c. The **Coverage, Call & Data handling capacity, performance can increase up to 75%**, hence considerably increasing BSNL revenue.
- d. 3G BTS operates on WCDMA Technology so there is no frequency reuse issues (like interference, call drops etc.) and hence can be easily implemented in all high traffic BTS.
This suggestion is successfully implemented in various circles.

2) **Easy Recharge (Demo Facility) in all Service Mobile connections:** (CM Mktg Section)

BSNL Gujarat has a huge family and there are about 15,000 service mobile connections in Gujarat. We can provide recharge facility in all the service connections. Following advantages are expected.

- a. Thousands of BSNL POS created instantly.
- b. Each and Every employees will be updated on all the new plans, on their own.
- c. There will be wide spread mouth to mouth publicity of our new schemes and plans.
- d. Wide penetration of our POS to remote villages and areas.
- e. Group participation of all employees towards BSNL Growth, creating dynamism and positive impact in the market.
- f. Good performers can be suitably awarded or appreciated as motivation to many others.
This suggestion is successfully implemented in other circles.

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3) **Easy & Fast procedure for Equipment procurement for EB Projects** (EB Section)

Today many EB customers need end to end solutions, BSNL has empanelled System Integrators to provide hardware equipments. But the present procedure for procurement through SI is time consuming and cumbersome.

- Present procedures involve calling quote from all the System integrators, arranging Committee meetings, price negotiations. It may takes up to more than a month or more, as seen in past cases.
- Lot of time of our officers is wasted.
- The customers are severely discouraged due to this delay, resulting in loss many business.**

We can have RRC (Rate Running contract) with System Integrators as presently practiced by other circles of BSNL, Also in Gujarat we have easy and quick procedure for EPABX, similar procedure can be devised, at-least for at most frequently required equipments (like RF Modems, Routers, Modems of PRI and Lease line Modems etc.)

EB Team of all SSAs will be highly encouraged and motivated by this move, and this will help to grab many new businesses, with immediate implementation of services. It will have very good positive impact on BSNL image and revenue. **This suggestion is successfully implemented in other circles of BSNL.**

4) **Solution of Optical Fiber shortage and Lack of Tender in some SSAs** (CFA- NWP Section)

It is observed that there is severe shortage of optical fiber in our circle. Also there are no tenders in various SSAs for OFC laying. Commissioning hundreds of circuits and major projects are kept pending and delayed due to this problem. BSNL is losing Crores of rupees revenue.

Optical fiber procurement and laying might be done through existing SI (System Integrators), But the core job and expertise of SI is to provide IT equipments and IT support, they would be neither interested nor be successful in optical fiber procurement and laying works.

A practical solution is to float EOI for optical fiber procurement and laying on turnkey basis, which is similar to making it done through SI. This process is transparent, quick and easily implementable. **This suggestion is practiced in other PSUs and Telecom operators.**

Sir, we sincere hope that these suggestions are implemented as soon as possible, in best interest of our beloved organization BSNL. Thanking you.

Sincerely

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