



**ALL INDIA
BHARAT SANCHAR NIGAM LIMITED
EXECUTIVES' ASSOCIATION**

Central Headquarters New Delhi

President

RAJ PAL

Mob: 9868123459

General Secretary

Shaji V.

Mob: 9446450450

Dy. General Secretary

J.K. Patel

Mob: 9427300300

Financial Secretary

Dinesh Kumar

Mob: 9868155681

No. AIBSNLEA/CHQ/CMD/2022/

Date: 11.05.2022

To

Shri P.K. Purwar ji

**CMD, BSNL,
New Delhi -110001.**

Sub: The compelling demand from field situations for installation of BSNL's own Pole System for the survival of whole BSNL's Services / Business in future at par with R-JIO and Other Data Service Providers including State Government Sponsored Data Services like the mighty KFON- reg

Respected Sir,

As your sagacity well aware about almost all of the CFA distribution Cables including Land Lines, Broad-Band Services, FTTH Services, Leased Lines, Transmission Circuits Connectivity to some of the BTSs etc., of BSNL are pulled and tied through the Poles of State Electricity Board (SEB). Understandably, many States Government either started or planned to start to build their own Data Network System to connect all Government Offices, State PSUs, Schools, Universities, Hospitals etc., with free Internet connectivity to Common Citizens through Fiber by having connectivity to the world of Internet through ISPs. States like Kerala touched its photo finish in the race by completing the Network Platform viz. KFON (Kerala Fiber Optic Network) with a vision to have this KFON as the Digital Backbone to connect all Govt. Offices, Schools, PSUs and All Kinds of Customers. In the ongoing first Two Phases, KFON connecting more than 30K Govt. Institutions, Free Internet connectivity through Fiber to more than 20Lakh common Citizens of Kerala. As Part of the KFON Project, KFON Fiber connectivity has already been extended to almost all the State Govt. Offices, Schools etc., where in presently BSNL providing internet connectivity through FTTH/BB/Leased Services. This is a real heart burning state of affair for the Officers doing maintenance of the BSNL connectivity that at any point of time the Authorities

may instruct BSNL officers to vacate their premises with the BSNL Services to switch over to the KFON Platform. Thus BSNL is heading the first loser tag on KFON. For KFON, Railtel is the ISP and BSNL is not the Stakeholder.

State Electricity Board (KSEB) is a Premier Stakeholder with 49% Stake by providing full Fiber connectivity across the State to every nook and corner. A large number of rural pockets in every States are not having reach for ISPs and the reach of SEB Poles and Services are there. Hence, when a State Government starts Internet Service provision, certainly the reach of the Network surpass all existing ISPs and this situations paving way to KFON to claim for USOF in favor of them for Rural reach.

As of now, almost all ELCOs, NLCOs and Cable Operators including BSNL are solely depending on SEB Poles to extend the Physical Media of Fiber to reach Customers. Cable Operators and NLCOs have been paying Pole rent to SEB. ELCOs also started to pay after receiving threatening letter from SEB to either pay Pole rent or untie down the fibers. Annual Pole rent @500/250+GST per Pole for Urban/Rural Areas. BSNL is not paying the Pole rent to SEB. SEB Authorities have been issuing warning letters to DE/SDE level officers to pull down the BSNL cables on the pretext of heavy Load on the Poles. Field officers are literally struggling many of times by paying from their own pockets to tie up OFC cables those were sabotaged.

BSNL may think of paying Pole rent for extending our Services through SEB Poles at par with others reciprocating the payments from SEBs to BSNL for the Voice/Data Services enjoying by SEB from BSNL. **When KFON swings fully, shortly, KFON is nothing but mere an opponent to BSNL in Service/Business domain and vice-versa**

As already mentioned, the physical reach of KFON is much beyond that of ISPs. Hence, Once KFON issue the Final call to BSNL and may be to other Operators, using SEB Poles, to un tie down the cables from SEB Poles citing the overloading of Poles, BSNL may have no other option than just a mute spectator in the CFA, EB Sectors etc., on the reality that BSNL absolutely depending on the SEB Poles to interconnect our Business. **Thus, after some point of time only two operators would survive viz. the strongest R-JIO having the robust Pole System getting expanded seamlessly on both sides of roads wherever feasible and the SEB Data Service Providers like KFON with wholly covered Infrastructure.**

This chaotic future ahead of Kerala Circle, one of the main breadwinners of BSNL, after KFON is certainly a petrified situation for BSNL and the same would be waiting for BSNL from other States too, are in the pipeline .

Now the million dollar question is whether BSNL wishes to survive or not in CFA

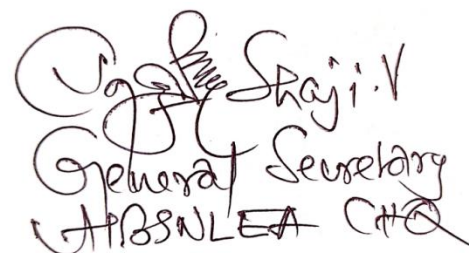
& EB segment and partially with CM sector? If answer is YES, Certainly BSNL has to go back to our Legacy to install vibrant Pole System at par with R-JIO and SEBs. If BSNL wishing for Outsourcing Model of Business in these Sectors, who would provide Pole System to hold up our infra? Never would we dream of getting Pole Infra from our opponents permanently. Moreover, this kind of Outsourced Model of Business is not fair for the future of BSNL. As an example, in the NGN scenario, if LL/FTTH Number Portability is enabled in CFA Sector also, the chance of migration of ELCOs with full Customers to other Operators like R-JIO cannot be ruled out. The only way of survival for BSNL is to build up own Pole System of BSNL for a better future.

Future carrier of ten thousands of young dynamic officers and their families are deprived of E2-E3 benefits, lacking of 30% SAB etc., are uniquely under the wings of BSNL. Building up a vibrant future of BSNL is the need of the hour and very much essential for the safety of these young stalwarts of BSNL. For the good coverage of 5G/6G technologies, to extend the Internet of Things (IoT) to Public etc., own Pole System is very much essential to fix Antennas and related devices widely. The BSNL Pole System, the real backbone Infrastructure of BSNL's interconnectivity, may be reaching the breakeven point within a short span of years from its inception by sharing the Poles to ELCOs/NLCOs/Cable Operators in a competitive tariff with SEBs.

Sir, as the CMD BSNL, your good self has already recorded firmly without any ambiguity that the better future of BSNL is above all. In view of the foregoing facts, we ardently appeal your Wisdom to kindly consider the suggestions of AIBSNLEA for installing own Pole System for BSNL for a strong and Vibrant BSNL.

With Kind regards

Yours Sincerely,



G. S. Shaji V
General Secretary
AIBSNLEA CMD

Copy for kind information and necessary action to:

1. Shri Vivek Banzal, Director (CFA&CM), BSNL Board, New Delhi-01.
2. Shri V. Ramesh, Director (EB) BSNL Board, New Delhi- 01
3. Ms Yojana Das, Director (Fin) BSNL Board, New Delhi- 01