



No. 61-39/2008-CMTS-Infra/SR

Dated, the 4th May, 2009

To

**The General Secretary,
All India BSNL Executives' Association,
New Delhi.**

Sub: Sharing of BSNL site towers (BTS) with private operators - Protest against regarding

Ref: AIBSNLEA letter no. AIBSNLEA/CHQ/CMD/2009 dated 26.2.2009

Sir,

Please refer your letter referred to above addressed to CMD, BSNL on the subject matter.

2. This is to inform you that in the current competitive market scenario, wherein the revenue of BSNL is declining, passive infrastructure sharing offers an excellent business opportunity for BSNL to generate additional revenue from its assets. Besides, the Circles have been authorized to assess their own requirement for rollout of all types of wireless services planned and take the decision accordingly. Moreover, no incidence of misuse of frequency and ISD circuits as apprehended by you, has been reported, so far.

3. I would therefore request you to appreciate the policies adopted by the management to generate more and more revenue from available assets without affecting either own business requirements or misuse of our infrastructure. I would further request you to cooperate with the management in further strengthening its position.

Yours faithfully,


(Shakeel Ahmad)
G.M. (SR), BSNL C.O.