



# ALL INDIA BHARAT SANCHAR NIGAM LIMITED EXECUTIVES' ASSOCIATION

**Central Headquarters  
New Delhi-110001**

<p><b>President</b> <b>P. Venugopal</b> Mob:09443200177 E-mail:presidentaibsnlea@gmail.com</p>	<p><b>General Secretary</b> <b>Prahlad Rai</b> Mob:9868278222 E-mail:gsaibsnlea@gmail.com</p>	<p><b>Financial Secretary</b> <b>T.C. Jain</b> Mob:9868188748 E-mail:tcjain_1957@yahoo.co.in</p>
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No. AIBSNLEA/CHQ/CMD/2014

Date: 01.08.2014.

To

**Shri A.N. Rai**  
CMD, BSNL,  
**NEW DELHI-110001**

Respected Sir,

**Subject: M/s Deloitte recommendations – Continuing NATFM -Reg**

We request your kind attention to the BSNL CO Restructuring wing Lr no.4-2/2014-Restg dated 18.7.2014 wherein M/s Deloitte Consultants in their report on Non-Territorial Circles-Training Centres, have commented that “the trainings imparted by NATFM are not unique in the market and BSNL may consider discontinuing the same”. In this regard we would like to submit the following for your consideration please:

- 1). NATFM was established during 2001 at Hyderabad after elaborate brainstorming by many stalwarts including the then Member (Finance) DOT, Director (Fin), BSNL, CMD, BSNL etc.
- 2). NATFM is the only National level BSNL Apex academy established in South India catering to the training needs of senior level executives of BSNL and other PSUs and Corporates, especially in Finance and Management streams.
- 3). NATFM is **undertaking Course development and training activities** for BSNL Finance executives Induction trainings right **from JAO level – up-to Dy.GM level both for Departmental and Direct recruits**. NATFM is also Conducting JAO induction training Examinations and based on this the seniority / **gradation list of JAOs is prepared at NATFM.**
- 4). NATFM is also taking up **Course material development and updating activities for all Finance executives time bound up gradation examinations from E1 to E6 level.**
- 5). NATFM has been designing and conducting a number of need-based courses as per emerging market conditions and business environment to enhance effectiveness and efficiency of BSNL Internal Employees . These courses include ; latest changes in Tax issues, Labour Laws, Corporate Laws, closure of Accounts, Auditing, Vigilance, IFRS, ERP etc.,
- 6). NATFM has been conducting **Induction trainings** specially designed for other PSUs like **MTNL and Railtel** etc.,
- 7). NATFM has recently launched the following popular long term courses for outsiders and earning huge amount of revenue from the same.

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- a). **Post Graduate Diploma in Telecom Technology and Mgmt.(PGDTM):** One year course in collaboration with prestigious Central University of Hyderabad with course fee of Rs.40,000 /- per student. First batch with 63 students has already commenced.
- b). **Certified Telecom Professional (CTP) Wireless :** One month power packed training with focus on Wireless Technology-3G, 4G etc., in collaboration with M/s SyncRoute Infranet Pvt. Ltd., with course fee of Rs.32,000 /- per student. All the first batch students offered placements in the industry and the Second batch of 30 students is progressing.
- c). **Certified Accounting Technicians (CAT):** NATFM is the recognized coaching Centre for this highly market relevant, placement oriented course which is offered by the Institute of Cost Accountants of India (ICAI). Course fee Rs. 8,600 / - per student. Successfully completed level -1 for two batches. **The student of NATFM got all India first in the level 1 examination conducted in July 2014 by ICAI, New Delhi.**
- d). **Full Time MBA in Telecom Management:** This full time two year course is being offered in collaboration with Vels University, Chennai.
- f). **MBA Live Project Guidance:** NATFM is providing 45 days Project guidance to MBA students in the areas of Finance, Marketing and HR. Fee is Rs. 4775 /- per student. In the first 4 months 2014-15, more than 100 students from various Universities, NIT, IPE have taken project guidance.

From the above, it can be seen that NATFM is not only instrumental in handling all the mandatory training needs of BSNL Finance executives but also catering to the latest training needs of all BSNL executives in Finance and Management streams.

**NATFM has also achieved revenue targets and surpassed the target fixed by the BSNL Corporate office during 2012-13 & 2013-14 and is expecting to earn revenue of Rs. 1.60 Crs (target fixed is Rs.40 lakhs) during 2014-15.**

In view of above, it is requested to continue NATFM in the best interest BSNL as a whole.

With Kind regards,

Yours sincerely  
-sd-  
**(Prahlad Rai)**  
**General Secretary**

**Copy to :-**

1. Shri Anupam Shrivastava, Director (CM/Fin) BSNL, New Delhi
2. Smt. Sujatha Roy, Executive Director (Finance), BSNL CO, New Delhi