

# **JOINT FORUM OF BSNL ASSOCIATIONS / UNIONS OF EXECUTIVES & NON-EXECUTIVES NEW DELHI**

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JF/GL

05.10.2009

To

**Shri Kuldeep Goyal,  
CMD, BSNL  
Bharat Sanchar Bhawan,  
New Delhi – 110 001**

**Sub: Discussion with Joint Forum of BSNL Unions / Associations with  
CMD BSNL on 16.07.2009 on common interest**

**Ref: BSNL/7-8/SR/2009 dated 17.07.2006**

Sir,

In the meeting held with the Joint Forum of BSNL Unions / Associations on 16.07.2009 certain targets of the BSNL for the 100 Days Programme was informed. Certain other issues were also discussed. We would like to know the latest developments on these issues:

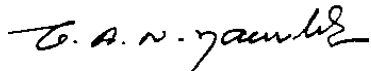
- (i) **Implementation of 100 days programme** – Now that the 100 Days are over, we would like to know that what are progress and the targets achieved so far in the following:
- Improving brand visibility of BSNL by way of providing signage for all retailers, franchisees, BSNL PCOs / shoppe and providing hoardings.
  - Full implementation of Sancharsoft for sales and distribution activities.
  - Enterprise business – identification of all existing corporate customers by July'09, updating data circuit records by 100% incorporation of all circuits by July'09 and ensuring 100% billing by 30<sup>th</sup> September, 2009, generate additional business of Rs.769 crores from enterprises and generate wholesale bandwidth business of Rs.120 crores.
  - 3G business – coverage of 150 cities by July'09 and customer base of 1,30,000 by September, 2009.
  - Blackberry – 5000 connections with special focus on bulk sales.
  - Improve operational performance –

- New business – to achieve Rs.100 crores from infrastructure (towers).
- HR issues – Restructuring upto SSA level by September, 2009 and recruitment of DGMs also by September, 2009.
- Revenue – to achieve revenue targets for each business till September, 2009, liquidate more than 25% of 3 years old outstanding and 50% of less than 3 years old outstandings.

(ii) **Absorption of ITS Group officers in BSNL** – It was assured that the ITS absorption issue will be finalized before December, 2009. It was also stated that appropriate action will be taken in the demand of the staff to promote eligible absorbed executives against JAG level posts according to BSNLMS RRs – as a contingency plan in case of ITS officers do not get absorbed in BSNL.

An early reply in the above matter is solicited.

Yours Sincerely,



**V.A.N.Namboodiri**  
**Convener, Joint Forum &**  
**General Secretary, BSNLEU**