



P. Abhimanyu
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BSNLEU/604 (DEV)

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To

Shri Narendra Modi Ji
Hon'ble Prime Minister,
Government of India
South Block, Raisina Hills,
New Delhi – 110 001

Respected Sir,

Sub: - **Roadblocks being created in the launching of BSNL's 4G roll out– requesting for your kind intervention - req.**

Most respectfully, we wish to submit the following for your kind consideration and for necessary intervention.

It is already one year, since the Revival Package of BSNL was announced. However, BSNL is still unable to launch it's 4G service. Most dejectedly, we would like to bring to your kind notice that, many roadblocks are being wantonly created in the launching of BSNL's 4G service. It is a severe blow to BSNL that, it's tender floated to procure 50,000 4G BTSs has been cancelled as per the direction of the DoT.

The DoT has formed an Expert Committee, to recommend the roadmap for BSNL's 4G launching. As per media reports, we learn that, the DoT Committee has recommended that, BSNL should roll out it's 4G network through a **System Integrator, allowing only Indian companies to provide core network products and services**. It is very important to note that, the System Integrator Model, as well as the expertise of local vendors in building 4G network, are largely unproven.

It is very important to note that, no private operator in India has adopted the System Integrator model, to roll out their networks, whether 2G, 3G or 4G. They install their networks by signing a **turn key contract** with reputed multinational vendors. In this model, a single vendor installs the 4G networks and also maintains it. This brings down their costs sizeably. Compared to this, the System Integrator will certainly add their margin with each and every vendor that they transact. Hence, if BSNL were to use the System Integrator Model, it will have to pay more, compared to the CAPEX and OPEX of the private telecom operators.

We wish to bring to your kind notice that, allowing a System Integrator to build BSNL's 4G networks, is nothing but bringing an additional layer of middleman. This will certainly increase BSNL's costs and thus will affect it's efficiency. Hence, any attempt by the DoT, to impose the System Integrator model on BSNL, with preference to home grown vendors, for rolling out it's 4G network, will result in increased cost and will also weaken BSNL's potential to compete in the market with other private operators.

It is also important to note that, BSNL is already having it's existing legacy 2G and 3G networks, built by reputed multinational vendors. At this juncture, forcing BSNL to roll out it's 4G network through a System Integrator, using the equipments of local vendors, will certainly create compatibility issues, which in turn will greatly affect it's networks' efficiency.

Further, the DoT Committee, as reported in the media, has also recommended that, BSNL's tender should be only for 4G equipments. It is also learnt that, BSNL has opposed this recommendation and it wants 2G + 4G – BTSs for 22,500 sites. If this is not allowed and if BSNL were to float the tender only for 4G equipments, then the cost of maintaining two parallel networks will increase the costs to BSNL, both in CAPEX and OPEX.

A major factor that retards BSNL's growth and efficiency is the denial of level playing ground, in the matter of procurement of equipments. While all the private operators, viz., Reliance Jio, Bharti Airtel and Vodafone Idea are procuring their equipments from reputed multinational vendors, why BSNL alone should be forced to procure equipments from local vendors whose technology is largely unproven? This will be a very big set back for BSNL.

Hence, we implore upon you to kindly look into this matter and cause to issue necessary instruction to the DoT, not to compel BSNL to roll out its 4G network through a System Integrator. Any decision, in the matter of procuring equipments should be taken only by the BSNL Management and it should not be imposed from outside.

Thanking you,

Yours Sincerely,



[P. Abhimanyu]
General Secretary

- Copy to: (1) Shri Ravi Shankar Prasad, Hon'ble Minister of Communications, Sanchar Bhawan, New Delhi- 110001
(2) Dr. P. K. Mishra, Principal Secretary to the Prime Minister, South Block, New Delhi – 110011
(3) Shri Rajiv Gauba, Cabinet Secretary, Rashtrapati Bhawan, New Delhi-110 004
(4) Shri Anshu Prakash, Secretary, Telecom, DoT, Sanchar Bhawan 20, Ashoka Road, New Delhi - 110001
(5) Shri P.K. Purwar, CMD BSNL, Bharat Sanchar Bhawan, H.C. Mathur Lane, Janpath, New Delhi – 110 001
(6) Shri S.K. Mishra, Director (CM), BSNL, Bharat Sanchar Bhawan, H.C. Mathur Lane, Janpath, New Delhi – 110 001