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भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

No.28-4/2013-Trg

Dated: 10.05.2013

To

The Chief General Manager,
ALTTC, Ghaziabad

The Principal,
RTTC, Pune, Trivandrum, Hyderabad, Chennai, Kalyani

Subject: Oracle Academy Engagement with BSNL

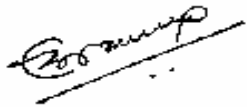
It has been observed that the initiative on the vocational training program has been extremely positive and most of our training centers have remarkably coordinated various activities under the plan for themselves & for CTTC/DTTC/field units around them. Some of the units have traveled that extra step taking many innovative initiatives themselves to convert the opportunity of "Summer Training" into a worthwhile value add in terms of revenue, branding, marketing and networking for BSNL, not only for immediate gain but for building a long term strategy as well. Vocational training has also emerged as a successful revenue stream over the last few years for BSNL.

In order to add additional value to this program, we are pleased to inform that BSNL management has approved a complementary proposal from Oracle for imparting one day training workshop on upcoming technology trends in association with BSNL for the students undergoing the vocational training in some of the training centers.

Brief of the Oracle Proposal

- One day capsule to be embedded in our vocational program on upcoming technology trends with relevant examples/case studies pertinent to telecom.
- This training will be delivered at BSNL training centers by Oracle personnel.
- This program will be a complimentary training from Oracle and there is no cost associated with it that needs to be borne by BSNL
- Initially Oracle has proposed to physically deliver this training from six locations namely Ghaziabad, Pune, Trivandrum, Hyderabad, Chennai & Kolkatta.
- Students at other locations (Training centers/Field Units) would also be connected through Intranet, in webinar mode, wherever technical feasible and convenient, so as to maximize the outreach.

The training agenda and the training roll out plan submitted by Oracle are given in the Annexure. It is requested that necessary steps may kindly be taken for the successful implementation of this proposal as per the schedule given in the Annexure. Respective training centers shall ensure the maximum participation of students in the program through webcast/webinar on all India basis. Also, they shall sensitize the cities in coordination with the circle administration for taking benefits from the webinars. Any change in the dates proposed in the schedule may be intimated to this office so that the same can be taken up with Oracle.



(Neeraj Verma)
GM (Trg)

Copy to:

All CGMs – In order to maximize the value add to the students, coming to our field units during their vocational training optimum usage of webinar facility at all the possible locations on the dates mentioned in the schedule, may please be ensured.

ANNEXURE

Training Agenda

Agenda	Duration	Context
IT trends in Enterprise application – Oracle's contribution	1 hr	• Evolution of CoTs • On premise vs. Cloud • Future Growth area • Total outsourcing
Introduction to Telecom Business application – BSS/OSS	2 hrs	• Telecom business software standards – Discuss TMF • Role of process automation in business transaction • Brief introduction of CoTs domain wise & its applicability • Oracle's foot print & outlook
Structured & un-structured Analytics & its applicability in Telecom Domain	1 hr	• Operational reporting • DWH & Data Mining • Big Data • Power of analytics in business
Customer Experience management & role of social media in Telco	1 hr	• Cross channel customer experience • Integration of social channel with IT system • Business value proposition
Trends in server & storage technology	1 hr	• Traditional Compute & storage power • Role of appliance (hardware & software together)

Training Roll out Plan

Agenda	Duration	Proposed Location for physical training roll out (Parent City)	Proposed Date
Topic 1: IT trends in Enterprise application – Oracle's contribution	1 hr	ALTTC Ghaziabad	17 th June 8 th July 5 th August 2013
Topic 2: Introduction to Telecom Business application – BSS/OSS	2 hrs	Pune	19 th June 10 th July 7 th August 2013
Topic 3: Structured & un-structured Analytics & its applicability in Telecom Domain	1 hr	Trivandrum	28 th June 19 th July 16 th August 2013
Topic 4: Customer Experience management & role of social media in Telco	1 hrs	Hyderabad	21 st June 12 th July 9 th August 2013
Topic 5: Trends in server & storage technology	1 hr	Chennai	24 th June 15 th July 12 th August 2013
		Kolkata (Kalyani)	26 th June 17 th July 14 th August 2013