

SANCHAR NIGAM EXECUTIVES ASSOCIATION

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to the General Secretary

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No: SNEA/CHQ/DIR(CFA)/2018-21/07
To

Dated 09.11.2020.

✓ Shri. Vivek Banzal,
Director (CFA),
BSNL Board, New Delhi.

Sub: Review of scope of work and AMC of OLTs supplied by M/s Alphion India Pvt Ltd w.e.f. 01.01.2021 onwards:

Ref: 1. No: SNEA/CHQ/DIR(CFA)/2018-21/06 Dated 16.10.2020.

2. No: BSNLCO-NPBB/11(12)/1/2020-NWP-BB Dated 29.10.2020.

Respected Sir,

Kindly refer the SNEA letter under ref 1 above by which it was requested to terminate the AMC given to M/s Alphion India Pvt Ltd on exorbitant rates and review of the AMC for other equipments. At the outset, we would like to extent our sincere gratitude for taking prompt action for terminating the AMC given to M/s Alphion India Pvt Ltd w.e.f. 31.12.2020 and the decision for "Review of scope of work and AMC of OLTs supplied by M/s Alphion India Pvt Ltd w.e.f. 01.01.2021 onwards" and the decision to review the AMC for other equipments also to arrest revenue leakage.

While doing the review of scope of work and AMC, we would like to submit the following suggestions for getting minimum amount of AMC:

1. The price for a new OLT is just Rs 1 lakh to 1.5 lakhs, with 3 years warranty.
2. Nowadays the AMC rate is about 3% only.
3. It is understood that the M/s Alphion new OLT price is about Rs 1.25 lakhs only.
4. **The revised AMC rate should not exceed 3% of the present OLT price.**
5. Only the main equipment cost is to be taken for calculating the AMC. Cost of cable, nut bolt etc can be removed from it.
6. In case the vendor is not ready to reduce the rate and coming to the present market rates, the AMC can be terminated. BSNL Executives are competent to maintain them without AMC.
7. With the same amount paid as AMC today, new OLTs can be purchased and deployed in phases with 3 years warranty. The work can be negotiated and offered to M/s Alphion itself.

It is also requested that AMC for other equipments also may be reviewed and such revenue leakage shall be arrested.

With kind regards,

(Sebastin. K)

Copy to: 1. Shri. P. K. Purwar, CMD/BSNL for information and n/a please.

✓ 2-5: DIR(Fin)/DIR(EB)/DIR(CM)/DIR(HR), BSNL Board for information and n/a please.