



SANCHAR NIGAM EXECUTIVES ASSOCIATION

Central Head Quarters, New Delhi, 110015
Ph: 011-25934899, e-mail:sneachq@yahoo.com

All communications addressed
to the General Secretary

K. Sebastin, General Secretary
"SNEA Bhavan", B 11/1&2,
Ramesh Nagar, New-Delhi-110015
Ph.011-25191276(R), 09868266200(Mob),
e-mail:ksebastin@gmail.com

No: SNEA/CHQ/MOC/2018-21/10

Dated 17.11.2020.

To

**Shri. Ravi Shankar Prasad,
Hon'ble Cabinet Minister for Communications & IT,
Sanchar Bhavan, New Delhi.**

Sub: Denial of permission for BSNL to launch 4G services using the existing infrastructure and BTSs by upgradation of about 49,300 4G/4G compatible BTSs already procured, spending thousands of Crores. BSNL revival is getting abnormally delayed. Even one year after the Cabinet decision on 23.10.2020 for BSNL Revival and allotment of 4G spectrum, BSNL could not launch 4G services. Right from the day one, BSNL faced the unique problem as you rightly stated earlier, "BSNL DID NOT ALLOWED TO GROW".

Respected Sir,

BSNL already purchased 4G mobile equipments in Phase VIII.4 tender spending thousands of Crores of rupees for launching 4G services. In the earlier Phase VII and Phase VII plus tender also BSNL procured 4G compatible equipments, which can be converted into 4G BTSs through small upgradation. The Core equipments which can handle 2G, 3G and 4G services are already purchased, installed and working now. By the upgradation of the available 49,300 4G/4G compatible BTSs, BSNL can launch 4G services within 3 months, with very good coverage. These Core and RAN equipments are supplied by M/s ZTE (Chinese) and M/s Nokia (About 60% by M/s ZTE and 40% by M/s Nokia). **BSNL made all these ground preparations in advance to launch 4G services as and when 4G spectrum is allotted by the Govt. BSNL procured the Core and 4G compatible equipments for the launching of 4G services through various tenders, spending thousands of Crores of rupees.** Finally after huge delay of almost 3 years, BSNL got the 4G spectrum allotted through the BSNL Revival package approved by the Union Cabinet on 23.10.2019.

Sir, now BSNL 4G launching is held up again by linking it with new 4G tender and the **"Make In India"** Policy of the Govt. We fully support the Govt initiative for **"Make In India"** which requires huge investment. It will take lot of time, may be years together to develop the Technology, POC and going for commercial manufacturing. Our only concern is that BSNL should not become a victim of the Govt policy and a good policy initiative. Already BSNL is bleeding due to the delay. All other operators are providing 4G services with the equipments supplied by Global vendors. Along with them BSNL also procured the equipments long back.

The Indian mobile services and market is still largely depends on 2G services. Even for BSNL, more than 60% of the mobile revenue is coming from 2G services. This shows that 2G services in India cannot be stopped abruptly and we cannot compare with other most modern countries. Leaving 2G, going for 4G alone will be a wasteful expenditure and it will further erode the revenue source for BSNL. In addition, 4G market is almost saturated. Since more than 60% mobile revenue is from 2G services, BSNL cannot ignore 2G and go for 4G alone after 2 years. **So the new technology under testing should be 4G as well as 2G compatible.**



SANCHAR NIGAM EXECUTIVES ASSOCIATION

Central Head Quarters, New Delhi, 110015

Ph: 011-25934899, e-mail:sneachq@yahoo.com

All communications addressed
to the General Secretary

K. Sebastin, General Secretary
"SNEA Bhavan", B 11/1&2,
Ramesh Nagar, New-Delhi-110015
Ph.011-25191276(R), 09868266200(Mob),
e-mail:ksebastin@gmail.com


-2-

Similarly such developed Technology and equipments should have sufficient capacity for transmission of high power. Otherwise the number of BTSs (Tower) requirement will be almost 2 to 3 times, escalating the cost of the project to 2 to 3 times.

According to the information we have, the new tender may take atleast 2 years if the POC is successful. Launching of 4G services after 2 years will defeat the very purposes of BSNL Revival plan. As explained above, the 4G market is already saturated and launching 4G services after 2 years will make no business case for BSNL. **One via media option is to allow BSNL to launch the 4G services with the existing network by some technical upgradation.**

Our humble request to your goodself is to intervene in the matter decisively for allowing BSNL to launch 4G services immediately with the existing network, through upgradation of the existing 49,300 BTSs which are procured, installed by spending more than Rs 5000 Crores on the anticipation that BSNL can launch 4G services within 2 to 3 months on allotment of 4G spectrum. The new tender for 4G equipments may be dealt separately without clubbing with the upgradation.

With kind regards,


(Sebastin. K) 17/11/2020

Copy to:

1. Shri. K Vijayaraghavan, Principal Scientific Advisor (PSA) to the Hon Prime Minister for information and kind intervention pl.
2. Shri. Anshu Prakash, Secretary(Telecom), Sanchar Bhavan for information and n/a pl.
3. Shri. P. K. Purwar, CMD, BSNL for kind information and n/a pl.
4. Shri. S K Mishra, DIR(CM), BSNL Board for kind information and n/a pl.