



**P. Abhimanyu**  
General Secretary

# **BSNL EMPLOYEES UNION**

Central Head Quarters

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Main Recognised Representative Union.  
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**BSNLEU/604 (DEV)**

**18.10.2022**

To,

Shri Ashwini Vaishnav ji,  
Hon'ble Minister of Communications & IT,  
Government of India,  
Sanchar Bhawan 20, Ashoka Road,  
New Delhi - 110 001

Respected Sir,

Sub: - **Denial of level playing field to BSNL, resulting in exodus of customers – requesting to ensure procurement of 4G equipments from reputed global vendors - req.**

Ref: - **BSNLEU letter no.BSNLEU/604(DEV) dated 28.06.2022.**

We wish to bring the following to your kind notice for favour of appropriate action.

It is reported in today's Economic Times that, Reliance Jio has entered into a deal with Ericsson and Nokia, for the purchasing of it's 5G equipments. Already, Reliance Jio is having a tie-up with Samsung for the supply of equipments. Similarly, it was reported in the Economic Times dated 04<sup>th</sup> August, 2022, that Bharti Airtel had entered into a deal with Nokia, Ericsson and Samsung for the purchasing of 5G equipments.

It is needless for us to mention that, both Reliance Jio and Bharti Airtel are companies possessing advanced technologies in telecommunications. However, these companies prefer to purchase their 5G equipments only from global equipment vendors like Nokia, Ericsson and Samsung. They do not prefer any Indian vendor, for their equipment requirements.

Whereas, BSNL is being pressurised to procure it's 4G equipments only from Indian vendors and not from the reputed global vendors. Since long, it is being told that, TCS would supply 4G equipments to BSNL. However, no one is able to say as to when TCS would supply 4G equipments to BSNL. As a result of this stalemate, BSNL's 4G launching is getting terribly delayed. We can say that, the 4G equipment supply to BSNL is no where in sight.

Further, we wish to bring to your kind notice that, customers have started leaving BSNL massively, due to the company's inability to provide high speed data to it's customers. This situation has arisen only because of the road-block created in BSNL's 4G equipment procurement, i.e., the conditions that, BSNL should procure it's 4G equipments only from Indian vendors. The details of the customers who have left BSNL during the past 3 months are as follows:-

**May-2022 – 5,31,502 customers**  
**June-2022 – 13,23,922 customers**  
**July-2022 – 8,18,478 customers**

The exodus of customers from BSNL is likely to continue in the coming months also, since BSNL's 4G launching is not likely to happen in the near future. It is needless to state that, such exodus of customers from BSNL is seriously hampering the financial revival of the Company.



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BSNLEU, vide it's letter cited under reference, has already brought to your kind notice that, BSNL could launch it's 4G service in the South Zone and West Zone within a very short time, by way of upgradation of it's 19,000 sites located in both these Zones. All these 19,000 sites were supplied by Nokia, which has taken the security clearance from the Government of India. As per our reports, the upgradation of the aforementioned 19,000 sites is likely to cost Rs.500 crore for the Company. However, it is unfortunate that, this option is not being looked into.

Time and again, BSNLEU is insisting that BSNL should be provided level playing field at par with it's private competitors. Denial of procurement of equipments from global vendors, is nothing but denial of level playing field. This is costing BSNL very dearly.

Hence, once again, we fervently appeal to you to kindly look into our views and do the needful, so that BSNL could provide it's equipments from the reputed global vendors.

Thanking you,

*Yours sincerely*

**[P. Abhimanyu]**  
General Secretary

Copy to: (1) Shri K. Rajaraman, Secretary, Department of Telecommunications, Sanchar Bhawan 20, Ashoka Road, New Delhi-01  
(2) Shri P.K. Purwar, CMD BSNL, Bharat Sanchar Bhawan, H.C. Mathur Lane, Janpath, New Delhi – 110 001  
(3) Shri Vivek Banzal, Director (CM), Bharat Sanchar Bhawan, H.C. Mathur Lane, Janpath, New Delhi – 110 001