



# BSNL EMPLOYEES UNION

Central Head Quarters

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**P. Abhimanyu**  
General Secretary

Main Recognised Representative Union.  
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BSNLEU/ 604 (DEV)

21.10.2024

To,

Shri A. Robert J. Ravi,  
CMD BSNL,  
Bharat Sanchar Bhawan,  
H.C. Mathur Lane,  
Janpath, New Delhi – 110 001

Sub: - Requesting to drop the proposal of the Management to hire contract teams for promoting EB Platinum sales - req.

Ref: - BSNL CO letter no.BSNLCO-RSTG/12(11)/1/2024-RSTG-Part(1) dated 16.10.2024.

Sir,

With reference to the letter cited above, we wish to bring the following to your kind notice for favour of necessary action.

The BSNL Corporate Office, vide letter cited under reference, has conveyed to the CGMs of Bihar, AP, UP(East), Rajasthan and Maharashtra circles about the interim report of the BCG team on 40 counts. We understand that this interim report of the BCG team is going to be implemented in the aforementioned circles, designated as Pilot circles.

We wish to convey the following strong views of our Union, in respect of the 27<sup>th</sup> Recommendation of the BCG team, viz., to hire **contract teams for EB Platinum**. We understand that, as per this recommendation of the BCG team, BSNL will hire contract teams for EB Platinum sales. EB Platinum customers are those who are having annual turnover of more than Rs.500 crores. It is needless for us to mention that this EB Platinum segment is a main source of income for BSNL.

At present, BSNL employees and officers are taking care of these valued customers. We wish to emphatically state that, BSNL's EB Platinum teams across India, always meet the given annual revenue targets. As such, we strongly believe that, there is no need to hire any contract teams for promoting BSNL's EB Platinum sales.

It is needless for us to mention that, BSNL will have to give Revenue Share / Commission to the contract teams to be hired for promoting Platinum sales. This Revenue Share / Commission will certainly run into crores of rupees, and this will be an erosion in the income of the Company. Furthermore, the dedication and commitment of the contract teams to be hired by BSNL, will always be questionable. These contract teams can never have the dedication and commitment of the BSNL employees / officers who are presently doing the EB Platinum sales.

**The big question of our Union is that, when the employees / officers who are presently carrying out the EB Platinum sales have always achieved the annual revenue targets, what is the necessity to entrust this work to outsiders, whose dedication and commitment are questionable.**

In view of the foregoing, we wish to urge upon the BSNL Management not to hire any contract teams, for promoting BSNL's EB Platinum sales. We request you to kindly look into this aspect and to do the needful.

Thanking you,

Yours sincerely

  
[P. Abhimanyu]  
General Secretary

Copy to: (1) Shri V. Ramesh, Director (EB), BSNL, Bharat Sanchar Bhawan, Janpath, New Delhi – 110001  
(2) Ms. Anita Johri, PGM (Restg / WS&I), BSNL CO., Bharat Sanchar Bhawan, Janpath, New Delhi – 110001