



**ALL INDIA
BHARAT SANCHAR NIGAM LIMITED
OFFICERS' ASSOCIATION
CENTRAL HEAD QUARTERS**

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No. AIBSNLOA/CHQ/2012/10

Dated: 6th March 2012

To

Shri R.K.Upadhyay,
Chairman and Managing Director,
Bharat Sanchar Nigam Limited,
New Delhi 110 075

Sub: Withdrawal of Annual/Biennial fixed charges plan for landline and WLL Services -reg

Ref: **1. BSNL No.3-18/2005-R&C dated 23.4.2008**

2. BSNL No.3-11/2009-R&C [CFA] dated 22.2.2012

Sir,

Vide Ref.1, BSNL introduced Annual/Biennial fixed charges plans for landline and WLL services viz. Plan 600 in Rural areas with validity 12 months and Plan 1200 with validity 12 months & Plan 2160 with validity 24 months in Urban Areas. There has been good response to these plans and the number of working connections under these plans in South Zone as on 28.2.2012 is given below:

SOUTH ZONE WKG CONNS /ANNUAL PLAN COUNT AS ON 28-02-2012				
CIRCLE	TOTAL WORKING CONNECTIONS	PLAN 1200 CONNS	PLAN 2160 CONNS	PLAN 600 RURAL CONNS
AP	191562	62946	9819	19894
KERALA	2616682	266860	20709	759708
KARNATAKA	1064701	17769	3970	7508
TAMILNADU	1675835	80981	10097	61051

2. Surprisingly, vide Ref.2, BSNL has suddenly withdrawn these plans with the condition that the customers registered with these plans may be asked to subscribe to other alternate plans best suited to them on expiry of the committed period.

3. We are surprised with this sudden move of BSNL and are unable to understand the rationale behind such a move. These subscribers will now be tempted to switch over to other Operators instead of subscribing to other alternate plans of BSNL. We do not know why such an option is forced on these subscribers. Ultimately, this will certainly affect the landline customer base of BSNL which is continuously on decline.

4. We would therefore request you that the decision to withdraw the Annual/ Biennial fixed charges plans for landline and WLL services be reviewed so that BSNL continue to garner advance revenue and more customers are enrolled in these plans. The customers who have already subscribed under the above plan should not feel inconvenienced and irritated forcing them to leave BSNL.

With kind regards,

Yours sincerely,



(V.P.Arya)

General Secretary

Copy to:

1. Shri A.N.Rai,
Director (HR) BSNL
2. Smt. Geeta Rau,
Executive Director (F), BSNL