



**ALL INDIA  
BHARAT SANCHAR NIGAM LIMITED  
OFFICERS' ASSOCIATION**

**CENTRAL HEAD QUARTERS**

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No.AIBSNLOA/CHQ/2010/11

Dated: 18<sup>th</sup> February 2010

To

Shri Kuldeep Goyal,  
Chairman & Managing Director,  
BSNL, New Delhi

**Sub: Moratorium on transfers under BSNL Transfer Policy – Request for**

Sir,

We seek your kind attention towards a very crucial issue and your positive consideration in the interests of the growth of BSNL.

2. BSNL has spent a very huge amount in hiring M/S Boston Consulting Group, which in turn has burnt considerable mid-night oil to evolve a strategy and business transformation exercise for improving the sales, with the nomenclature - the Project Shikhar.

3. One of the major recommendations of M/S BCG was the Restructuring exercise aimed to replace the planning, operations or marketing by new verticals such as fixed access phones (including broadband), mobile telephony and enterprise solutions. BSNL Corporate Office along with all Circles and SSAs has just completed a laborious and painstaking process during the past few months in putting the restructuring in place. It will require quite some time for the restructuring to stabilise and start giving results.

4. We rightly believe that disturbing the balance now in the name of transfers under BSNL Transfer Policy will do more harm to the company than the benefits intended by such transfers.

5. We therefore request you to kindly appreciate the rationale behind our view and to cause orders imposing a moratorium on transfers under BSNL Transfer Policy for atleast Two Years, so that we can reap the fruits of the Restructuring exercise.

With kind regards,

Yours sincerely,

(V.P.Arya)  
General Secretary

Copy to:

1. Shri Gopal Das,  
Director (HR)
2. Shri R.K.Mishra,  
GM (Pers), BSNL