



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

**CENTRAL HEAD QUARTERS**

37, Laxmibainagar, New Delhi – 110023

President  
**J.K.MISHRA**  
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Finance Secretary  
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General Secretary  
**V.P.ARYA**  
Mobile: 9868210478

No: AIBSNLOA/CHQ/2010/45

Dated 05.08.2010

To

Shri Gopal Das,  
Chairman and Managing Director,  
Bharat Sanchar Nigam Limited,  
New Delhi 110 001.

Sub: **Short-supply of 3 G Data Cards – a setback to capture market.**

Sir,

We are happy that your message to the BSNL family immediately after your taking over the charge as Chairman and Managing Director has conveyed a positive note and optimism about BSNL's possible turn around, at a time when panic is being created by vested interests.

2. It is heartening to note that you have welcomed suggestions aimed at improving our services and their delivery to customers. So, we thought that it is quite urgent and important to bring to your kind notice that ***the field units are facing acute problems due to short supply of 3 G Data Cards when there is a considerable demand for it in the market.*** We are told that the supplier has been delaying supply of the data cards by repeatedly skipping the deadlines.


3. At a time when the private operators are waiting on the wings to roll out their 3G services in a few months to come, delay in supply will adversely affect our prospects and could be a move to wean away our subscribers. We believe that after Broad band, our 3G data cards have evoked much interest and reception from the subscribers. Unfortunately, we are failing to respond to the need.

4. We, therefore request you to kindly do the needful to ensure that the **3G data cards are supplied without hick-ups to all the field units immediately. Let the field Units and Corporate Office**

**seriously monitor the demand and supply situation and ensure smooth supply of 3-G data cards so that we can take the advantage of being the lone service provider of 3-G Services and capture the market before entry of other service providers in this field.**

With kind regards,

Yours sincerely,



(V.P.Arya)  
General Secretary

Copy to :

Shri R.K.Agarwal,  
Director (CM),  
BSNL CO,  
New Delhi