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भारत संचार निगम लिमिटेड
(भारत सरकार का उद्यम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

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अनुपम श्रीवास्तव

अध्यक्ष एवं प्रबन्ध निदेशक

ANUPAM SHRIVASTAVA

Chairman & Managing Director

Dear colleagues,

I wish you all a very sparkling and happy Deepawali. May the warmth and splendor, that are part of this auspicious occasion, fill your life with happiness and bright cheer.

On this joyous occasion, I am happy to share with you that BSNL has started showing the signs of revival. These omnipresent signs are the result of various innovative, out of the box initiatives, taken by BSNL Management. **Some of these initiatives include Free Night Calling from BSNL landline to all networks, free incoming roaming services for BSNL Mobile customers, laying special emphasis on mobile data growth and increasing the minimum Broadband bandwidth to 2 MB and all the way uptill 100 Mbps.** Needless to say that beginning of this turn around process would not have been possible without active participation of all officers and employees including BSNL Unions & Associations.

In wired broadband segment, BSNL stands tall as the largest service provider offering array of broadband services at the most affordable prices. BSNL is also in the process of replacing its legacy networks with state-of-the-art modern technologies, which would provide BSNL necessary edge in terms of capacity and features such as **IP Centrex, Multi Media Video Calling, Fixed Mobile Convergence etc.**

Advanced broadband technologies like **G.fast and Vectedored VDSL** are being introduced in Broadband segment. **These technologies can provide 1 Gbps of high speed data on copper at short lengths. It is imperative that we should utilize our unique precious asset of copper cable for provisioning of high speed data to our esteemed customers.** For this, we will have to plan and use nearest BSNL locations like GSM BTS sites etc. for installation of DSLAM.


In line with our competitors rolling out their 4G networks, BSNL has launched **an ambitious plan for roll out of 2500 Wi-Fi hotspots during current financial year at major tourist destinations and important public places. 450 such Hotspots have already been put in place.** BSNL is also in advanced stages of its Wifi offload initiative allowing seamless mobility between Wifi hotspots and Mobile network.

In CM vertical also, we are in the process of replacing old Mobile network with latest 3GPP Release compliant equipment. **BSNL is also adding 2G & 3G BTSs to strengthen its network and widen its reach.** High capacity and feature rich Data nodes, IN systems, Messaging systems, OBD systems have been introduced into the Mobile network. **BSNL is also in talks with private operators for Intra Circle Roaming arrangements,** which would enable BSNL optimize its under-utilized resources and also would help tap new uncovered territories where BSNL coverage is either not present or is not adequate.

In CM segment, **the IN revenue figures of BSNL has also started growing** which is yet another sign of revival. **The growth of data in mobile segment has been unprecedented and is increasing 50-60 % on year to year basis.** We have clocked more than 250 TB of data in a single day in the month of October with data STV revenue being more than 100 crores in a month. More than **70% of our nodes are connected on OFC** transmission media which gives us an edge over most of the other operators. Also, for the first time since the introduction of MNP, **BSNL has turned net positive,** wherein more customers are joining BSNL family as compared to the porting out customers showing renewed faith of customers on our services.

On the propitious occasion of this Deepawali, let each one of us resolve that we will dedicate ourselves for taking BSNL to new heights of glory.

Once again, I wish you all a very happy Diwali.


(ANUPAM SHRIVASTAVA)

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