

BSNL EMPLOYEES UNION

Recognised Union in BSNL

(Registered Under Indian Trade Union Act 1926. Regn.No.4896)

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BSNLEU/604(Dev.)

22.09.2009

To

Shri Kuldeep Goyal
C M D, BSNL,
Bharat Sanchar Bhawan,
New Delhi- 110011.

Sir,

Sub : **Marketing of BSNL services to Central / State governments and PSU establishments.**

Kindly refer to my earlier letter and discussions in the above matter.

We appreciate the introduction of 100 days programme as also the various new projects being introduced / implemented by BSNL, which will certainly improve the market share and performance of BSNL. In this connection, our suggestion is that all the executive and non-executive employees be involved in this process by giving suitable training / practical sessions.

Another important suggestion is that the management should contact all the Central / State governments and Public Sector managements etc. for marketing BSNL services.

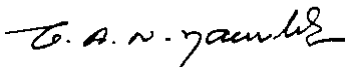
The Central government departments including Railways, Defence, Posts etc. have large number of establishments / offices through out the country which require various types of communication services. If BSNL can provide these services at competitive rates and according to their requirement, it will be beneficial to both. A serious approach be made by the management at Corporate and Circle/State level. The DoT may also be asked to address letters to all other departments. The Government of India has already issued directions to all departments to travel by Public Sector Company, Air India, only. Such an instruction has got to be issued to all departments to use BSNL service only.

There are more than 240 Central Public Sector Units in the country. They may be approached with the request for taking BSNL services instead of that of private companies. The BSNL management can also set an example by taking the products of PSUs only to the extent possible.

BSNL will be in a much advantageous position if such an understanding is reaching with other PSUs. BSNLEU has already approached the unions in other PSUs to pressurize managements to avail the services of BSNL.

I hope that you will seriously consider the above suggestions and take necessary action. The action taken may be intimated so that the union can also play its due role.

Yours Sincerely,



V A N Namboodiri
General Secretary.

Copy to: All Directors, BSNL for favour of information and n/a.