



All India Graduate Engineers & Telecom Officers Association

Central Headquarter, New Delhi

(The Recognised Representative Association of BSNL)

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GS/AIGETOA/2022-23/12

Dated: 07.12.2022

To,

Shri P K Purvar Ji
Chairman and Managing Director
BSNL, New Delhi

Sub: Slow progress in Renting out high commercial value buildings and loss of huge revenue thereof -Regarding.

Respected Sir,

Reference is invited to the comprehensive CROP policy guidelines where in it was suggested to **ensure commercialization of all high commercial value buildings/premises by renting out the same**. In the same policy it was clearly stated that we need to vacate high commercial value buildings on priority by shifting our offices from such high commercial value buildings to nearby Exchange buildings/vacant staff quarters. We also welcome the recent aggressive campaign in this regard by Director HR wherein he has been visiting to important locations across the country and asking officials to lay their full focus on monetising commercially important buildings.

However, it is regret to mention that the aggressive efforts in this regard are not visible down the line, neither by circles nor by BSNL Corporate. We have premises located at most prime locations which has high commercial value and revenue prospects as regard to the rent revenue is concerned. It is clearly visible that instead of lending focus on commercialising and monetising the assets available at prime locations, the effort with regard to monetisation lays its focus on buildings and premises which have comparatively lesser commercial prospects. Available space at prime locations needs to be commercialized as they are in Very high demand for renting out to generate handsome revenue.

To start with and cite an example, all BSNL premises in **Lucknow may be taken up as a pilot project** for renting out, whereby the buildings with Telecom equipment installation may be spared but buildings catering to office space only like **Doorchanchar Sadan, Laplace, Hazratganj having very high commercial value** may be vacated immediately for renting out by shifting office units to low commercial vacated building e.g. **RTTC (far away from main City and Strategic due to technical campus with MSC,NGN,DOT Cell-lying very large area vacant from several years)** or nearby exchange buildings/vacant staff quarters in accordance with various letters and guidelines issued by Hon'ble Director (HR) under BSNL CROP policy. Similarly, the Buildings at **Bhadewan, Alambagh and Indira Nagar** may also be considered for renting out on priority. **Renting out measure should be treated as a vital resource in BSNL with compassion.**

The same model needs to be followed across all locations of the country including the highest valued locations across NCR and other metro cities wherein as a first step, Circles may be asked to vacate the buildings with higher commercial prospects and shift the BSNL offices to less popular locations and suburbs. The high value locations are very easy to rent out with a little bit of maintenance and beautification works. This way BSNL will be able to monetise its most viable commercial assets and can earn lot of revenue.

Same is the case with land and buildings situated across New Delhi, NCR, Mumbai, Bangaluru, Kolkata, Chennai, Pune, Hyderabad etc. **Even BSNL CO office can be shifted to other NCR cities, if not all, vertical wise to different places except leaving few areas at New Delhi for the use of Board of Directors and unit heads of various cells.** It will be pertinent to mention that corporate office of many PSUs are situated/shifted in NCR areas from New Delhi with small portion being left at New Delhi for the use as registered office and for the use of Board of Directors. **This way, a lot of revenue can be generated which ultimately are going to benefit employees only in the form of better pay, perks and pension facilities including extension of 3rd PRC and resolution of Pay and 30% SAB related issues.**

It is requested to give a detailed deliberation to our suggestion with regard to monetising and renting the commercially important buildings and premises of BSNL. We assure our fullest cooperation in ensuring the same.

With Regards

Yours Sincerely

Sd/-

Pavan Akhand

For: General Secretary, AIGETOA

Copy to:

1. Shri Arvind Vadnerkar Ji, Director HR, BSNL Board for kind information and necessary action please.
2. PGM (SR), BSNL CO, New Delhi for kind information please.