


<p>NWO-CM-II BSNL Corporate Office Bharat Sanchar Bhawan, Janpath New Delhi – 110001 Phone No: 011- 23323677 Email: cmtsqs.bsnl@bsnl.co.in</p>	 <p>भारत संचार निगम लिमिटेड (भारत संचार का उद्योग) BHARAT SANCHAR NIGAM LIMITED (A Govt. of India Enterprise)</p>
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No.BSNLCO-DICM/11/2/2020-O/o DIR CM/158414

Dated: 27-08-2021

To,
The Chief General Manager,
Maharashtra Circle.

Sub: - Taking over of operation of MTNL Mumbai Mobile Network by BSNL wef 1st Sep 2021 reg.

The case of maintenance of MTNL Mobile network by BSNL as an outsourced agency has already been agreed by BSNL & MTNL Board. Operation of Delhi mobile network has already been taken over by BSNL w.e.l 1st April 2021. Now the operation of MTNL Mumbai Mobile network is to be taken over by BSNL w.e.f. 01.09.2021. Framework of the proposal agreed is as below:

- i. All the liabilities related to operations prior to proposed takeover date of respective LSAs i.e. Mumbai shall be the responsibility of MTNL. BSNL will not be responsible for any liabilities related with CAPEX.
- ii. The Core & RAN Equipment installed to be maintained initially with the help of MTNL Staff, however their salaries on actual basis can be paid from the revenues being earned from Operations. Further BSNL may associate its staff for further improvement and future operations.
- iii. All operational expenditure i.e. License fee, spectrum Charges, AMC Charges, Rental of hired sites, Electricity bill, Salary of MTNL staff being used for Mobile Operations etc post date of take over to be met from a common pool of revenue being earned from Operations including IP fee being received from Sites leased to Pvt TSPs (Except MTNL Buildings & Exchanges).
- iv. MTNL to continue to maintain the transmission media i.e fibre network as being maintained at present within Mumbai without any payment as same is a common service for Fixed Lines network as well.
- v. BSNL will maintain transmission Media along with Transmission Equipment in the BSNL area with no payment of charge on common pool.
- vi. Any deficit in running network in Mumbai in the cash revenue generation and cash expenditure incurred will be met by BSNL.
- vii. All assets and Capex liabilities will be of MTNL. BSNL will be responsible for any cash deficit in the revenue and expenditure of Operations post take over period in respective LSAs.
- viii. On acquiring the spectrum for 4G, BSNL may start installation of new equipment and start its own 4G services supplemented by 2G/3G of MTNL as Intra-circle Roaming arrangement. The customer's acquisition also may start after commissioning of 4G network.
- ix. Once 4G network gets stabilized and limited number of 2G/3G customers are remaining then all customers of MTNL may also be taken over by BSNL as merged entity.
- x. Urgent repair of Power plants or for any other maintenance requirement may be done through available rate contract of BSNL Maharashtra circle if it is permissible as per terms and conditions of these Repair Contract, till alternate arrangement for Repair Contract is

- made by BSNL.
- xi. MTNL to extend its support for maintenance of infrastructure at BTS sites in MTNL as well as BSNL area and may continue till alternate mechanism is in place.
 - xii. AMC for Core & 2G radio network installed in MTNL Mumbai has already expired. BSNL may share spared cards / equipment for smooth operation wherever possible.
 - xiii. The life expired PP (more than 10 year old PP) needs to be changed by BSNL on priority to improvise Infrastructure to be made ready for BSNL's new Equipment.
 - xiv. The five year old battery of all sites should be replaced as per priority by BSNL, as these will ultimately be used by BSNL while installing its 4G Equipment as part of its rollout.
 - xv. The Mobile equipment to be installed in BSNL Exchanges through rearrangement, wherever required.
 - xvi. All available inventory of MTNL related with Mobile Services to be used replacement of equipment/New sites.

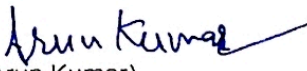
Sales and Marketing

- xvii. BSNL has to build up a new team to do the sale and marketing in MTNL area as there is no effective sales network in MTNL. However sales of mobiles services may continue in Sanchar haat also. The retail network will also be used for replacement of BSNL SIMs facing problems in MTNL / BSNL area
- xviii. All tariff plan of MTNL is required to be reviewed by BSNL and aggressive plan to acquire new customer is necessary as the most of the network is unutilized.

Monitoring of the Mobile Network of MTNL in a similar way as of BSNL and will also be integrated with CNMC/ Sancharsoft for monitoring the same for overall Service quality of Mobile Network in Mumbai LSA.

For operating expenditure a separate account needs to be maintained for accounting as per SoP under approval.

This is issued with the approval of DIR CM BSNL.


(Arun Kumar)
PGM (NWO-CM-II)
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