



No. 19-20/2011-W (T) / 261

Dated 25/08.11

To

All PCE's/CE's(C),
BSNL.

Subject: Strategy in Procuring External Works-reg

Taking up External Works on large scale has become a need of the hour since survival of BSNL Civil Wing depends on the amount of the External Works taken. It has been observed that adequate efforts are not being made by units inspite of constant persuasion and direction by this office.

A multi-pronged strategy has been devised to tackle the problems in initiating/procuring External Works, which is as under:

- i) A team may be formed at EE (C) level with SDE (C)/EE (C), External Works (if available locally) who will visit the organizations to create awareness about capability/availability of BSNL Civil for Civil works. A brochure containing profile of BSNL Civil with forwarding letter be given to potential organization.
- ii) On the feed back provided by the above team, potential organization may be short listed and SE (C) may plan to visit the potential customer along with aforesaid team with further dialogue to decide further strategy to acquire Civil works.
- iii) On the basis of efforts made above, Power Point presentation may be arranged with potential customer by SE (C)/CE (C),/ CE (C), External Project .
- iv) Regular pursuance of the potential organization after submission of case for Empanelment/EOI for PMC/ Deposit Work.

It is therefore, requested to implement the strategy with available resources at all locations.

This is issued with the approval of PGM (BW).

Raj Kumar
24/8/11
DGM (C)