

**Business Planning- Enterprise Branch**  
**Corporate office**  
**7th Floor, Bharat Sanchar Bhawan,**  
**H C Mathur Lane, Janpath,**  
**New Delhi 110001**



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

**File No 120-1/2014-BP-Ent.**

**Dated 17 .02.2014**

To

The CGM (Maintenance)

NTR/STR/WTR/ETR.

**Subject :- Comprehensive review of BSNL and preparing the revival plan of BSNL by M/s Deloitte Touche Tohmatsu India Private Limited.**

This is regarding hiring of the services of M/s Deloitte a consultant for taking up the work of Comprehensive review of BSNL and to prepare the revival plan of BSNL.

CP&M section has sought information pertaining to Enterprise vertical as per information requirement list (IRL) on the subject mentioned above.

Therefore, it is requested to arrange to supply the required information / data pertaining to Enterprise Vertical in your Region as per the enclosed list along with soft copy to CP&M section of BSNL CO under intimation to this office on priority basis.

This issued with the approval of PGM (EB)).

Encl: A/A.

  
**Satish Chander** 17/02/14

**Assistant General Manager (BP-Ent)**

Enterprise Business

Name	Item	Period	Original Serial Number	Remarks
Director, Enterprise - Mr. A.N. Rai	Bandwidth costs (if leased from other operators) with segmental breakdown, as relevant)	Last 2 years	42	Response not received
	b. Customer service agreements (supplies - services) - business segments	Current	59	Response not received
	Details of amount spent & level of electricity availability by various circles, sites with EB availability by circle and spend on diesel (litres provided) by circle	Current (latest Quarter)	32	Response not received
	Summary of any initiatives in the past to generate revenues beyond conventional telecom - such as from ATM services, mobile banking, etc	Last 2 years	78	Response not received
PGM, Enterprise - Mr. S.K. Seth	Monthly volume and % of churn for enterprise customers	Last 2 years		Query email sent
	Quarterly QoS report for enterprise offerings	Last 4 quarters		Query email sent
PGM, Building works - Mr. A.K. Gupta	Summary listing of real/ other assets of BSAs (such as land, factories, inventories) which are monetizable.	As at the latest reporting date	9	Received, queries regarding the same - emailed
	Details on total staff accommodation quarters and their % occupancy	Last 5 years	10	Received, queries regarding the same - emailed
GM, CNP - Mr. M Arun Kumar	Network spends over the past 3 years and alignment with overall vision for the network. Details of any key changes envisioned for the network in the near/ medium/ long term	Last 3 years	68	Response not received

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GM, CNO, Mr. Shiv Shankar					
	Bandwidth costs (if leased from other operators) with segmental breakdown, as relevant)	Last 2 years	42		Response not received
	Admin costs – by key business segment	Last 2 years	43		Response not received
GM, STR/ETR/WTR/NTR					
	Details of inventory owned – including purchase, date since in inventory, on-going costs of holding	Current	12		Response not received