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भारत संचार निगम लिमिटेड
(भारत सरकार का उद्यम)
भारत संचार निगम लिमिटेड
(A Govt. of India Enterprise)

अरविन्द वडनेरकर

निदेशक (एचआर)

ARVIND VADNERKAR

Director (HR)

BSNL Board

DO No. BSNLCO-LM/13(12)/1/2020

Date: 24.02.2021

To
All Heads of Business Areas,
BSNL

Dear all,

This is in continuation of my letter dated 02.02.2021, wherein I had requested the CGMs to convey to you that at least one agreement for leasing of office space in each district, preferably in the most prime BSNL building, must be done before the end of this financial year. I am sure you must be actively on the job to achieve this target.

In case we fail to achieve even this simple target in any district, it is imperative that we introspect on the reasons thereof and make suitable course correction. In this regard, I expect that for every such district where target is not met, the concerned BA head would send me a write-up (not more than 2 pages) covering the efforts made for renting during the year and the probable reasons for not getting any client. The write-up should invariably contain objective details such as area identified for renting and dates of space audit/ FRAC meetings / call of EoI/ meetings held with prospective clients etc. The report shall be submitted to me through the concerned CGM in the first week of April, 2021.

Due credit will be given if a BA is not able to rent out any space in a particular district but has performed quite well in another district. Therefore, the renting efforts should not be relaxed in those districts where already a lease has been done in this year.

It may be noted that although 50% of our built-up space is vacant after VRS, still we have rented out only about 4% of the built-up area. There is no doubt that there is much more scope for renting business and accordingly the renting target for each BA in FY 2021-22 is going to be 25% of built-up space. It is therefore once again requested to put in extra effort in renting business in the remaining one month of the ongoing financial year.

With best wishes,

(Arvind Vadnerkar)

Copy To:
All CGMs, BSNL

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अरविन्द वडनेरकर

निदेशक (एचआर)

ARVIND VADNERKAR

Director (HR)

BSNL Board

DO No. BSNLCO-LM/13(12)/1/2020

Date: 02.02.2021

Dear all,

As you know, the Union Cabinet had approved a revival package for BSNL in the month of Oct'2019, in which monetization of lands and buildings of BSNL was a key element. The monetization was to be done through sale of lands as well as through renting out of built-up space available with BSNL especially after reduction in staff strength due to VRS.

The incremental rental income for the first three quarters of this financial year as compared to last year is only Rs.3.46 cr. which is much lower than the expectations. On review through various video conferences, it is seen that although the CGM/ GM(L&B) of various circles are aware of the need for aggressive renting, the seriousness at BA/SSA level on the issue seems to be missing.

In order to sensitize the BA level also towards the renting business, a provision was kept in the CROP-2020 policy, that record of the space audit of important buildings at SSA/BA level shall be examined by the Standing Committee at Circle level (at least one building of every SSA/BA every month till at least 10% of the buildings are covered). Further, monthly report was to be submitted by the Circles to BW Unit informing the name of the buildings whose audit report has been examined by the Circle standing committee. It is noted with dismay that not a single monthly report has been submitted by any circle since the implementation of CROP-2020, despite various requests by the BW unit.

It is therefore requested to convey to every BA under your control that at least one agreement for leasing of office space must be done in each revenue district before the end of this financial year. The lease shall preferably be done for the most prime building available in the district, by creating space even through shifting of BSNL office if required. In case of BA's who fail to achieve this target, the Corporate office will take up detailed scrutiny of efforts made by the concerned BA head during the year for renting business and responsibility shall be fixed at a sufficiently senior level.

With regards,

Yours Sincerely,

2.2.2021

(Arvind Vadnerkar)

To
All CGMs
BSNL Units