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## **BSNL Reports Loss of Rs. 14,979 Crore in 2013-14; Prepares Revival Plans**

Press Trust of India, August 01, 2014



State-run [BSNL](http://www.bsnl.co.in) suffered a loss of Rs. 14,979 crore in landline services during 2013-14, whereas its net loss for the period stood at Rs. 7,085 crore.

In a written reply to the Rajya Sabha, Minister of Communications and IT Ravi Shankar Prasad said the loss for landline business of BSNL for 2013-14 stood at Rs. 14,979 crore and the net loss at Rs. 7,085 crore. The figures for the period are provisional and unaudited.

The public sector firm's net loss stood at Rs. 7,884 crore in 2012-13 and Rs. 8,851 crore for 2011-12. The loss for landline business was Rs. 13,445 crore for 2012-13 and Rs. 12,669 crore in 2011-12.

Prasad said BSNL is preparing a **plan for financial revival and comprehensive human resource restructuring for the company, for which details are yet to be finalized.**

BSNL has taken various steps to improve its **landline business such as redeployment of workforce with more focus on sales, distribution and customer care activities.**

**"Migration from public switched telephone network to next generation network in the current five year plan to provide enhanced value added services like personalised ring back tone, broadband VAS, multimedia video conferencing and fixed mobile services convergence etc.,"** the minister said.

He also said measures have been taken to retain and enhance the landline connectivity by increasing penetration of broadband whereas sales and marketing set up has been strengthened by having exclusive channel management team consisting of 4,500 exclusive sales representatives.

The firm has also introduced call detail record based billing, commercial and fault repair service and work order management system.

In reply to another query, the minister said BSNL had land and building assets worth Rs. 5,528.65 crore as on March 31, 2014.

The value of [MTNL](#) land and building assets stood at Rs. 1,430.39 crore.

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## **'Telcos must deliver promised Web speed for 80% usage time'**

**The amendment, however, does not mention specific minimum speed**

**July 27, 2014**



Telecom operators offering mobile Internet services have to ensure that the minimum download speed specified in their data plans is available to subscribers for not less than 80% of usage time from August 23.

"Every service provider shall, in all its wireless (mobile and dongle) data plans, indicate the minimum download speed available to the consumers," as per latest amendment by [TRAI](#) in standards of Quality of Service for Wireless Data Services Regulations.

At the end of May 2014, there were about 5 crore people using wireless Internet service either through mobile phones or dongles.

As per the amendment issued by Telecom Regulatory Authority of India, every service provider will have to ensure that minimum download speed published by them in plan or recharge coupons should be delivered to consumers at least for 80 per cent of the "usage time".

The new regulation will come in force from August 23.

Consumers are being wooed by telecom companies in advertisements regarding high speed wireless data services and product packs in which they are promised high speed of up **to 7.2 megabit per second or 21 megabit per second.**

In general, even at 7.1 mbps speed, a mobile or [dongle](#) user should be able to download a video file equivalent to full-length movie in around 12-14 minutes.

Telecom operators have reported to TRAI that minimum download speed delivered on their most high speed 3G service is in the range **of 399 kbps (less than minimum broadband speed is 512 kbps) to 2.48 mbps.**

The regulator had shared its view earlier that minimum download speed for 3G and [CDMA](#) EVDO service should be **1 megabit per second with 95 per cent success rate.**

For GSM and CDMA 2G, the minimum speed should be at **56 kilobit per second and for CDMA high speed data it is 512 kbps.** The amendment, however, does not mention specific minimum speed.

TRAI has notified that minimum broadband speed should be **512 kilobit per second. 3G** is generally considered as wireless broadband service.

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# BSNL to Lease Tower Infra No to Fiber Sharing, a good Move?

July 27, 2014

After new government sets in, there are only good news for state-run telcos – BSNL & MTNL. In the latest development BSNL decides for leasing or sharing its telecom towers across the country. The revenue from tower sharing can boost its present weak financial status.

At present BSNL has around 73,000 towers of its own and a good number of them are in remote areas which will give good valuation. We can expect [Reliance Jio](#), pan India based upcoming [4G operator in India](#), will definitely go for BSNL's towers as Jio tied up with several tower companies – Airtel, Reliance Communications, Viom, Ascend, Videocon Telecom, ATC.

BSNL also plans for leasing out its assets – lands and training centers to other agencies which would earn nearly ₹ 4200 crore in immediate to next 2 years future.

In June, 2014 BSNL has debt of ₹ 6448 cr while MTNL's stands at ₹ 14760cr. In order to improve their economic health govt. of India plans for infusion of ₹ 39,458 cr to these loss making telcos.

To improve coverage & data speed and to compete against private operators BSNL add IP based 10,502 new Node Bs (for 3G) and 14,263 base transceiver stations (for 2G). While MTNL is going to add 1,080 Node-Bs and 800 BTSs in Delhi and 1,080 Node-Bs and 566 BTSs in Mumbai.

Minister of Communications and IT Ravi Shankar Prasad has asked the heads of two companies to improve their services as the [Govt plans for revival](#). There will be a NOC (Network Operations Center) in Sanchar Bhawan to monitor both the companies' performance.

BSNL & MTNL showed poor performance mostly due to rise of private mobile & broadband operators, loss of landline subscribers, poor mobile services compared to private players, spending huge amount on employees' salary & retirement schemes. All it takes on their balance sheet. With all these measurements from inside & outside the two companies believe to be profitable in next 5 years with upgraded infrastructure for landline, mobile & broadband network.

With govt's separate planning for BSNL & MTNL, it is now obvious that merger of these companies is not coming soon.

Interestingly BSNL is yet to lease or share its countrywide fiber (specifically dark fiber) or copper lines to other agencies. In a recent media report government's ambitious ₹ 30,000 cr e-services broadband project, run by Bharat Broadband Networks (BBNL), to connect the rural India was looking for BSNL's unused fibre resources and BSNL responded negative citing

reason that in coming days the utilized resources will be used for booming data demand in the market.

In the broadband market, BSNL is still the leader, thanks to their landline + broadband combo offering, but is facing severe competition from regional players like Beam in Hyderabad & Alliance in Kolkata. In the mobile market apart from Southern circles, BSNL mobile is just a nightmare for the users.

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## Mobile tariffs may rise by 8-9%: Trai chairman Rahul Khullar

Aug 1, 2014



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Telecom Regulatory Authority of India chairman Rahul Khullar sees mobile call rates rising by 8-9% over the year as phone companies weed out freebies.

Telecom Regulatory Authority of India (Trai) chairman Rahul Khullar sees mobile call rates rising by 8-9% over the year as phone companies weed out freebies. He also said in an interview with ET that the government should hasten the opening up of spectrum for high-speed access and that the new access and that the new M&A norms were too stringent and would inhibit much-needed consolidation in telecom.

Khullar said though headline tariffs were currently at Rs 1.2 per minute, the net revenue earned by the industry or realisation rates — were as low as 44-45 paise. "So, what you should be ready to see is some marginal rise in the effective call rates. You won't really feel the pinch of the tariff hike because what operators are really doing is clawing back the freebies" Khullar said.

This means subscribers could find free SMSes and talktime offered by operators steadily declining.

Khullar, however, warned that any move to increase headline tariffs won't go down too well. "What we don't expect is a rise in the headline tariffs. In case there is a rise in the headline tariffs, the authority will surely look into the matter and, depending upon the case, might intervene," the chairman said. The regulator has a stated policy of `forbearance' on tariffs.

Referring to the quarterly results of Bharti Airtel and Idea Cellular, Khullar said there were ample signs that growth was returning to the sector but warned that to keep the momentum going, the government should soon put in place a clear pro-industry policy on the most critical issues of spectrum sharing, trading, auction and overall consolidation.

Khullar urged the telecom department to move faster on making more spectrum available.

He said the government's inability to increase the availability of airwaves couldn't be explained, especially on 3G spectrum. "Four years have lapsed from the time of 3G auctions, no one could get it across the country in 2010 auctions owing to shortage of airwaves and the government further also proscribed people from sharing it," he said.

Khullar said availability of airwaves was critical for the industry.

"The next big concern for the industry is scarcity of spectrum, fragmented nature and overall availability of spectrum, leave aside problems of contiguity which are huge, particularly in 800, 900 and 1800 (Mhz). So DoT should notify the spectrum trading and sharing guidelines and start the market-driven process for consolidation. While it may result in a shakeout in the industry , whatever little spectrum is available, fragmentations will end."

If the government can't release any more 3G spectrum, then DoT must find a way out through consultation and dialogue with the industry, Khullar said.

"At least 2100 Mhz should be put up on auction immediately and if you can't then devise rules permitting sharing of 3G spectrum and charge them for it," he said. In such a scenario, the government must allow the operators to share whatever airwaves they have and pay a flat charge to the government, he said.

He indicated that getting DoT to change its way of thinking has taken some effort.

"When I joined here two years ago, all this was a taboo, sharing, trading etc. It has taken huge effort to push the department in the direction of these changes."

The Trai chairman allowed that various considerations had complicated matters for DoT in the past two years or so. "Now there is a new telecom secretary. To be fair to them, they need to be given some time."

Operators are unhappy with telecom department's new mergers and acquisitions rules. The cap of

50% on the market share of the combined entity and the cabinet decision that a buyer must pay a market price for spectrum bought if it was not purchased by the seller through auctions will discourage consolidation, critics have said.

Saying that the cap could certainly be eased, Khullar said, "This bug of increasing competition which first led to 12-14 operators in a circle and now has led to this situation. All over the world there are about threefour operators. In US, AT&T and Verizon and even in Germany there are basically two main operators."

The cap currently prohibits any of the three large operators Bharti Airtel, Vodafone and Idea Cellular from consolidating.

On operators being asked to pay market price, Khullar said the government needed to incentivise exit and entry from the market. "If the cost of consolidation is letting an operator accumulate a premium on spectrum, it might be a small cost to pay for consolidation," he said, adding that he was not making a case for the entire windfall gain to accumulate to operators. "But suppose an operator can buy it at 80% of the market price, then there is still some incentive for both the operators to enter into the deal."

The regulator recently issued its recommendations on sharing of airwaves, which though more liberal than those of the telecom department, still fell short of industry expectations. "Only certain things are within my purview," Khullar said.

"DoT as licensor has stipulated ceilings on spectrum holding of 25% and 50% and as a regulator I can't change these."

Trai said in its recommendations that while sharing airwaves only half of each operator's holding must be counted while calculating the respective caps. Explaining how he had to balance various interests, including the stated public policy, Khullar said, "If I had relaxed the caps then all the small players with 5%, 10% market share would say that this was done to ensure the GSM lobby drives all competition out."

Interestingly, while the regulator did not permit inter-band sharing of airwaves, the recommendations categorically said the regulator reserves the right to revisit this issue of permitting inter-band sharing in the future. Industry experts said the issue will need to be revisited once the regulator begins to work on the mobile virtual network operators (MVNO) policy .

"The problem in permitting interband sharing is that this runs counter to the stated government policy on intra-circle roaming arrangements. Reliance Communications, Aircel and in some cases even one of the top three operators (Airtel, Vodafone, Idea) is affected by this policy," he added.

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**SSA-wise MNP Gain/Loss statement for TN/CH circle for the month of July 2014**

SSA	JUL 2014				So far upto JUL 2014			
	Port In	Port Out	Gain/Loss	Ratio	Port In	Port Out	Gain/Loss	Ratio
TNCBT	1351	1000	351	1.35	48965	27433	21532	1.78
TNCDL	382	370	12	1.03	15962	12748	3214	1.25
TNCRD	216	244	-28	0.89	10642	8076	2566	1.32
TNDPI	292	546	-254	0.53	14266	12900	1366	1.11
TNERD	777	433	344	1.79	22992	13988	9004	1.64
TNKKD	213	349	-136	0.61	8204	10289	-2085	0.8
TNMDU	695	806	-111	0.86	24512	25193	-681	0.97
TNNGC	853	411	442	2.08	31083	11703	19380	2.66
TNNIL	214	86	128	2.49	5798	3198	2600	1.81
TNPY	400	227	173	1.76	8621	6992	1629	1.23
TNSLM	1074	953	121	1.13	39455	23572	15883	1.67
TNTNJ	254	272	-18	0.93	9488	9217	271	1.03
TNTR	445	657	-212	0.68	14557	21802	-7245	0.67
TNTT	272	382	-110	0.71	11703	11270	433	1.04
TNTVL	1586	575	1011	2.76	43039	14417	28622	2.99
TNVGR	349	358	-9	0.97	12668	10384	2284	1.22
TNVLR	379	572	-193	0.66	16302	20262	-3960	0.8
TN CIRCLE TOTAL	9752	8241	1511	1.18	338257	244015	94242	1.39
CH CIRCLE TOTAL	1249	2038	-789	0.61	25704	86651	-60947	0.3
GRAND TOTAL	11001	10279	722	1.07	363961	330666	33295	1.1

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## 60% off on BSNL 3G Data Card Unlocked Lw273

BSNL 3G Unlocked Data Card, BSNL 3G dongle, BSNL 3G Data Card Price, Best Deal/Offer: eCommerce website Shopclues.com is offering a great deal, in that it is providing 60% discount on BSNL 3G Data Card. On Shopclues.com “BSNL 3G Data Card” is Priced at Rs 799 only, There is a Coupon Code - Use Coupon Code : SC8BD79 to get the discount. It is a Limited period offer and Stocks are limited, so buy it as soon as possible.



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## BSNL 3G Data Card Unlocked



BSNL 3G Data Card Offer/Deal :

- Original price is : Rs 1999
- Deal price is : Rs 799 only
- You are Saving: Rs 1200
- Free Home Delivery.
- EMI option also available.

How you can buy this Product :

1. Click below to visit BSNL 3G Data Card page → Shopclues.com

<http://www.shopclues.com/bsnl-3g-data-card-fully-unlocked-for-all-gsm-network-sim-card.html>

2. Click on Buy Now Button.
3. Proceed to Checkout.

4. Fill your shipping or Home address.
5. Proceed to the payment page.
6. Use Coupon Code : SC8BD79 at Payment time.

BSNL 3G Data Card Key Features :

- SIM support : 2G/3G
- Connectivity speed : HSDPA-7.2 Mbps
- Memory Capacity : 16 GB
- LED indicator
- Color : Black

Hurry up! BUY Now .... Becoz, it is a Limited period offer and Stocks are limited.

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## Govt expects to implement nationwide mobile number portability by March 2015



(Government expects to implement...)

NEW DELHI: Government expects to implement nationwide [mobile number portability](#) by March 31, 2015, which will allow subscribers to shift their mobile service on to the network of any telecom operator throughout the country without changing their cellphone number.

**"The national [MNP](#) is likely expected to be implemented by March 31, 2015," Telecom Minister [Ravi Shankar Prasad](#) said in a reply in the Lok Sabha on Monday.**

The [Department of Telecom](#) has sought Telecom Regulatory Authority of India's view on additional entry fee, performance bank guarantee and financial bank guarantee to be charged from existing MNP service providers.

TRAI asked the DoT not to make any changes in entry fee and bank guarantee of companies involved in managing MNP service due to various reasons.

At present, two companies [Syniverse Technologies](#) and MNP Interconnection Telecom Solution operate to provide MNP service under which mobile subscribers can change their telecom operators while retaining their number. TRAI said that these companies have still around 5 years before their license validity expires.

TRAI has submitted its reply to DoT on July 21 which will be placed before inter-ministerial panel [Telecom Commission](#) for its consideration.

The regulator in its recommendation has said that telecom operators and MNP service providers should be given six months time to make necessary technical changes in their network to start nationwide MNP

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## **BSNL to Introduce Three New STD STVs in Karnataka Circle**

August 1, 2014

BSNL Karnataka will be introducing three new STD STVs in Karnataka Circle starting tomorrow. After revising STV-47 that offered 20p/min local/STD to BSNL network to local only this is a good move from BSNL.

## Details

SL No.	MRP of STD STV Including S.Tax @ 12.36%	STV Features	Deduction from core balance for SMS activation in Rs.	Keyword for SMS activation to 53733
1	16	ALL STD voice calls at Rs 1.3/3Min with 30 days validity	14.24	STD16
2	42	ALL STD voice calls at Rs 0.40/Min with 30 days validity	37.38	STD42
3	84	ALL STD voice calls at Rs 0.35/Min with 84 days validity	74.76	STD84

The BSNL STD STV 16 offers all std voice calls at Rs 1.3/3 with 30 days validity, whereas Rs 84 offers better deal offering all STD calls at 0.35/m with 84 days validity .

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## **BSNL-MTNL in pact with ONGC to provide telecom services for 5 years**



Summary NEW DELHI: BSNL and MTNL today said they have inked a 5-year pact with ONGC to provide all telecom services to the state-owned oil firm on a pan-India basis. **"A tripartite MoU was signed among ONGC, BSNL and MTNL on July 28 at ONGC Corporate Office for providing all telecom services such as basic telephones, mobile services, leased circuits including VSAT services to ONGC on pan India basis, including service areas of MTNL at Delhi and Mumbai,"** BSNL and MTNL said in a joint statement.