



Bharat Sanchar Nigam Limited

(A Govt. of India Enterprise)

[3rd Floor, Bharat Sanchar Bhawan, BSNL CO, Janpath, N. Delhi - 110 001]

No.61-25/2020-CMTS Infra/BSNL Tower Co

Dated: 05.12.2020

To

- 1) All Chief General Managers, BSNL
- 2) All CGMs/PGMs/Sr.GMs/GMs at Corporate Office

Sub: Commencement of commercial activities by BTCL

As all concerned are aware that, Bharat Sanchar Nigam Limited (BSNL) incorporated a wholly owned subsidiary Company named as BSNL Tower Corporation Limited (BTCL) on 04.01.2018 with main objective inter alia to take over the management control, operation & maintenance of telecom tower infra assets of Consumer Mobility (CM) division of BSNL. Due to certain circumstances, the said assets have so far not been transferred to BTCL (subsidiary Company). Meanwhile, the Management Committee and the Board of Directors of BSNL decided that to make BTCL commercially operational, the non-telecom activities having no requirement of license, so far being undertaken by various verticals of BSNL be carried out through BTCL so that more competitive offers can be offered by BSNL as a group. The Board of Directors of BSNL, while approving the proposal, have also entrusted the additional responsibility to oversee the functioning of BTCL to Director (CM), BSNL.

To give effect to this proposal, a communication from CMD, BSNL has already been addressed to all the Field Units and Functional Directors, copy available at BSNL's Intranet Portal under CMD → Legal. BTCL's Board has also taken note of the Holding Company's decision and have decided to implement the same.

Since BTCL has no establishment of its own so far;

- (a) The non-telecom activities carried out by BSNL's different verticals may have to be identified by concerned vertical and the officers and officials engaged for these activities too shall have to be identified so that hereafter the fresh/new non-telecom businesses can be directly undertaken through BTCL, with the help of such identified officers/officials.
- (b) PGM (Infra) shall be the nodal officer In-Charge for BTCL businesses who will report to Director (CM) and will act as interface with Field Units and Director (CM).
- (c) GM (F-CM) shall be the finance head for BTCL projects, who will report to DIR CM and will be responsible for accounting / Budget of BTCL activity.
- (d) All proposals exceeding Rs.50 lacs in value shall be undertaken with the approval of standing committee at BSNL CO. Proposals below Rs. 50 lacs shall be undertaken with the approval of CGM with concurrence of IFA of the concerned circle.

- (e) Future proposals higher than Rs. 50 lacs shall be communicated to the PGM Nodal at BSNL CO for seeking approval of standing committee. A standing committee comprising PGM (Infra), CGM (BW), PGM (EB-II), Sr. GM (F-CM), Sr. GM (CBB) and GM (Smart City-CFA) will evaluate the proposals received and give approval.
- (f) All Functional Directors are requested to communicate the names & designation of officers/officials engaged in non-telecom activities along with the existing business dealings/contracts along with their details to the BTCL nodal officer i.e. PGM (Infra), o/o Director (CM).
- (g) Similarly, those officers in Field Units who are working for such non-telecom activities, their names & designation may be given 'or' the same will have to be obtained from all Field Units.

The modalities of operations broadly for fresh and new businesses will be that;

(i) Hereafter, all participation for fresh/new non-telecom businesses shall be through BTCL in its name, wherever credentials of Parent Organization is required, to enable BTCL to participate in EoI/RFP/Bid procedures or for execution of Project/Contract, request for such support will be made to Holding Company for which the Holding Company may issue letters/undertaking/guarantee, etc. as may be required.

(ii) For new/fresh project execution, the working capital assistance required shall be taken from Holding Company (BSNL) for which requisition shall be submitted to Director (Finance), BSNL by BTCL.

(iii) The salaries i.e. expense to be incurred on the officers/officials of BSNL engaged for execution/participation in businesses on behalf of BTCL shall be proportionately charged to BTCL, which will be reimbursed to Holding Company subsequently/as may be decided by the Board.

(iv) For the existing non-telecom activities/projects the possibility of getting these agreements/contracts assigned 'or' transferred to BTCL shall be explored on case to case basis depending upon the contract terms.

(v) All Financial transactions pertaining to the non-telecom activities undertaken in the name of BTCL shall be from BTCL's account only. Therefore, all money(ies) received from such activities shall be deposited with BTCL's account and all payments shall be made from BTCL's account. The working capital advance/loan shall have to be taken from BSNL and deposited to BTCL's account following the normal accounting and banking procedures. For this purpose, separate collection and operational account in the name of BTCL shall be opened in all circles. Director (Fin & CFO) may accordingly issue appropriate instructions.

(vi) The officers/officials of BSNL who are engaged for support functions e.g. HR, Finance and Company Secretariat & Legal, shall take the action on behalf of BTCL as may be required from time to time e.g. (a) Holding meetings, compliances under the Companies Act and other corporate laws by Company Secretary & Legal Wing;(b) obtaining TAN, GSTN, filing of returns, etc;(c) opening/maintaining of Bank Accounts;

(d) maintaining Book of Accounts and preparation and functioning of accounts, audit, etc., by concerned Finance Wing and (e) HR wing shall identify and deploy personnel (officers/officials) whose engagement for BTCL is on full time basis 'or' part time basis at regular intervals and inform the respective Accounts Wing.

(vii) CIT cell under Director (CFA) at Corporate Office shall take action to create one separate unit as BTCL on BSNL's intranet portal

(viii) CIT cell shall also develop website of BTCL and also include BTCL with Holding Company's website, ERP/SAP.

(ix) HR Wing may also get the minimum required statutory rubber stamps, letter head etc. in the name of BTCL, display of BTCL's Registered Office address/GST Number along with BSNL's at BSNL Bhawan, New Delhi. HR wing may initially post at least one DM/AGM level officer under PGM (Infra) for the purpose of BTCL.

(x) Director (Enterprise) may bring out the modalities with regard to the activities of Enterprise Business vertical undertaken through System Integrators and other activities so as to clearly understand the non-telecom activity(ies) that could be undertaken by BTCL.



(Sushil K. Mishra)
Director (CM) BSNL and
Director In-Charge BTCL

Copy to:

1. CMD, BSNL for information.
2. All Directors of BSNL Board – For necessary action
3. CS and CGM Legal