

# AMC Optimization CM Vertical

Kerala Circle

Presented by

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at

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# Per Line AMC Cost – Calculation

A comparison between KL circle & JK Circle

KL Circle

- ❖ Total AMC Cost in KL circle = 36,00,00,000/-
- ❖ HLR Connections = 1,08,00,000
- ❖ Per Line AMC Cost = 33/-

J & K Circle

- ❖ Total AMC Cost in J & K circle = 41,00,00,000/-
- ❖ HLR Connections = 15,00,000
- ❖ Per Line AMC Cost = 275/-

## Steps taken for reducing the AMC cost in KL Circle

All the Pre-Phase V CORE equipments were removed and decommissioned from the network in time and AMC cost saved is shown in the following table:-

<u>Sl No</u>	<u>CORE Phase</u>	<u>Equipment</u>	<u>AMC Vendor</u>	<u>AMC Value per year (Excl Tax)</u>	<u>AMC closed date</u>
1	Ph- I & II CORE	Siemens MSC	NSN	58,00,000	31/03/2016
2	Ph- III CORE	Siemens MSC	NSN	42,00,000	14/02/2016
3	Ph- IV CORE	NORTEL MSC	Ericsson	79,00,000	31/08/2016
4	Ph- IV.5 CORE	NORTEL MSC	Ericsson	55,00,000	31/08/2016
5	Ph- IV.5 CORE	Siemens MSC	NSN	58,00,000	12/12/2016
6	Ph-IV.5 IN	NSN IN	NSN	20,00,000	31/12/2015
<b>Total AMC Saved per year(Excluding GST)</b>				<b>3,12,00,000/-</b>	

❖ **Total Savings = 3.12 Crore per Year**

❖ As such no pre-Phase V CORE equipments were deployed in BSNL Kerala N/W.

# Steps taken for reducing the AMC cost in KL Circle

Timely closure and review was done for the Radio equipments and other INFRA elements for all the Pre-Phase V AMCs thereby saving an amount of Rs.4,12,20,000/- . Details as per the below table

Sl No	BSS Phase	Equipme nt	AMC Vendor	Previous AMC Value per year	Present AMC Value Per Year	AMC Saved per year	AMC Closed/ Reviewed Date
1	Ph- III BSS	Motorola	NSN	2,58,00,000	0	2,58,00,000	14-02-16
2	Ph - IV+ BSS	Motorola	NSN	22,00,000	13,80,000	8,20,000	15-06-17
3	Ph - IV.5 BSS	Motorola	NSN	2,40,00,000	1,19,00,000	1,21,00,000	01-01-17
4	Ph- IV BSS	Nortel	Ericsson	3,80,00,000	3,60,00,000	20,00,000	01-01-18
5	Ph- IV.5 BSS	Nortel	Ericsson	1,82,00,000	1,77,00,000	5,00,000	01-01-18
<b>Total AMC Saved per year(Excluding GST)</b>						<b>4,12,20,000/-</b>	

❖ **Total Savings for Pre-Phase V Radio Equipments = 4.12 Crore per Year**

❖ **Further a reduction planned from 01-01-2019**

# AMC Value Reduction for Pre-Phase V - A comparison from Year 2015 to 2019

Year	AMC Value	Percentage Reduction from 2015
2015	14,15,00,000	
2018	6,67,00,000	53 %
2019 (Planned)	3,46,00,000	76 %

- ❖ Over a span of just 3 years, Circle was able to save the AMC cost by 53% in respect of Pre-Phase V AMCs
- ❖ Further reduction from 01-01-2019 will yield 76 % savings in AMC.

## Activities done in KL circle for optimizing the AMC cost.

- All the Pre-Phase V CORE equipments were removed and decommissioned from the network in time.
- Ph-III BSS totally removed from AMC though around 40 Ph III Motorola BTSs still working in the N/W with the spares of swapped/decommissioned Ph-III BTSs.
- BSCs and PCUs were removed from AMC after the analysis of traffic and re-parenting of BTS sites.

Eg:-21 BSCs of Ph IV Ericsson AMC brought down to 16 BSCs.  
AMC cost saved for Ph IV BSCs is 5 Lakh per year

- AMC is given based on the actual TRX configuration of the BTS.

Eg:- High value 888 configurations of Ph IV.5 NSN AMC converted to 444 configuration. 888 PO cost is 14.5 Lakh and 444 PO cost is 7.8 Lakh. AMC cost per BTS reduced by 30,000/- per year. Around 120 BTSs converted in this PO and thereby AMC savings of Rs. 36 Lakhs per year.

## Activities done in KL circle for optimizing the AMC cost.- Contd..

- **TRX Software and BSS software is given on the basis of actual TRX configuration in the network.**

Eg:-Original PO quantity in Ph IV Ericsson AMC is 11104 and the AMC given for only 7427 based on the actual TRX configuration. AMC savings of 33 Lakhs per year.

- **All the antennae are removed from AMCs.**

AMC support of Antenna from the vendor cannot be expected in a streamlined manner as the first line maintenance is done by BSNL. Moreover the antenna faults are comparatively less and there is no point in giving AMC to vendor. In KL circle the faulty antenna is replaced through the supply from project. AMC savings of 35 Lakhs per year through the removal of Antenna from Ph IV and Ph IV.5 AMCs alone.

- **All the decommissioned MWs are removed from AMCs.**

## **Actions taken for reducing the AMC cost of post Ph V-AMCs**

- **Removal of Ph V Huawei CORE equipments planned after the Ph VIII.4 project and thereby a reduction of 3.5 Crore per year in Ph V X-Part AMC.**
- **AMCs processed as per the actual number of BTSs and INFRA elements deployed in the network.**
- **Installation materials, RF cables, Connectors, Antenna, AMF, Tools and Testers, Consumables etc. removed from AMCs.**
- **BSS and OMC-R software is processed as per the actual TRX configuration in the network.**
- **Reviews of the line items are doing periodically - Quarterly, Half yearly as per the AMC clauses.**



# THANK YOU



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