

## **CMD VISIT TO AP CIRCLE FOR TWO DAYS FROM 03.08.2024 TO 04.08.2024**

Sri. Ravi A Robert Jerard, the new CMD of BSNL, visited the AP Circle for two days from August 3rd to August 4th, 2024. The purpose of the visit was to verify the Wi-Fi roaming over the BSNL network Proof of Concept (POC) in AP Circle. On the first day, he visited Eluru BA along with the CGM of the AP Circle and observed the Wi-Fi roaming POC.



### **BRAINSTROMING SESSION WITH ALL THE VERTICAL & BA HEADS**

On the second day, CMD Ravi A Robert Jerard conducted a brainstorming session with all the vertical heads and their staff up to the AGM cadre. All BA heads, along with their staff, attended the session through an online meeting link. During this session, all vertical heads presented their business progress in the AP Circle. At the time of GM-HR presentation, CMD Jerard instructed GM-HR not to sell off BSNL's expensive land parcels located in prime areas. Instead, he encouraged exploring innovative ways to use these land parcels as long-term revenue-earning resources. Additionally, he instructed the management not to blindly follow old rules that do not benefit the organization or HR of BSNL.

After the brainstorming session, CMD addressed all the Vertical & BA Heads. The key noteworthy points of CMD to the BSNL fraternity are detailed below.



### **CMD ADDRESSING ALL THE VERTICAL, BA HEADS & ALL THE STAFF**

1. The Govt. & Citizens of India are favoring BSNL. Govt. is providing funds to put BSNL on a fast track in a proper direction. Now we are in a fortunate environment as our earlier CMD navigated through trouble time. He has brought funds & kept them where there is stability. Now the trouble time has gone & it's time to perform.
2. Citizens are confident and porting into BSNL due to the tariff rise of other operators as we have been seeing recently in social media. We should not be sluggish at this moment. Every Customer should be treated as GOD and extend quality of service to the existing as well as new port-in customers.
3. During the next 3 months none of the customers should leave BSNL. We don't want to thrust the employees with targets to achieve. We have given only one target i.e. achievement of 25% market share in the next 18 months. All employees should put their heart & brains to work. A small change would have a major impact.
4. If every employee contributes small 'x' and as BSNL has 67000 employees this makes 67000 'x' which would translate a lot into revenue. We are comparatively in a comfortable position now and need to monitor revenue & expenditure every day.
5. Think outside of the box. Drift & restart from the beginning. Don't go with the old ideas. Innovation should happen. We will not be increasing the tariff in the next 6-7 months. So he asked everyone to tell everyone about this proudly to win their confidence.
6. CGM AP Circle has chosen Wi-Fi roaming over the BSNL network among 5-6 key areas where each & everyone can work. This could set a new trend for new opportunities in the CFA segment in the entire country.
7. Think about how to make Wi-Fi roaming easier, and OTT services easier & effective for our customers.
8. Planning POC by installing 5G BTS and core for cement industries in the Kadapa area.

9. CNPN network is an exciting concept. It can be sold or it can be capitalized for the seafood industry in AP where there are good opportunities. Needs to capitalize on promoting Wireless services.
10. The young team should come up with new ideas and we shall implement them. Everyone should think as if he is a one-day CMD and what he would like to do if he is a one-day CMD. We should become a part of the company. Each one from every section should contribute new ideas with their experience as 18-month period is very crucial for achieving a 25% market share.
11. The glory of BSNL should happen. The benefits of BSNL & the employees should go hand in hand. BSNL is a trustworthy company in the view of the citizens. Employee honesty should be added to it and "Honesty and trustworthiness" as a company slogan. Work seriously to achieve a 25% market share ,make BSNL fly high and make Govt. proud, Citizens proud . Requested everyone to work seriously with one single command "making 25% market share in the next 18 months" and make BSNL fly high. We shall achieve what we dream.
12. Scriptures say that Dream, Dream & work on ... even God cannot stop you. This should be the motive to bring the past glory of BSNL.

Later AIGETOA team felicitated the new CMD with a flower bouquet & a Shawl. The AIGETOA, AP Circle Team submitted a representation requesting the resolution of long pending HR issues and strengthening of the core network of BSNL for achieving the ambitious target of increasing our market share to 25% within 18 months. The CS AIGETOA AP Circle, M V Satyanarayana expressed that all the BSNL employees are experiencing positive vibes after taking the charge as new CMD. He also promised that AIGETOA AP Circle is committed to achieve 25% market share in the next 18 months. Also, he requested to consider the genuine HR-related issues that have been pending for a long time for their resolution. This would boost the morale of the employees in striving for the 25% of BSNL market share. AGS3, Fazal Ahmed has apprised the CMD of the SAB issue and requested its resolution. In the presence of the CMD, the CGM AP circle praised the AIGETOA team as the most technical & energetic young employees of BSNL. The CMD felt happy for the enthusiastic AIGETOA team & responded positively to the points submitted by the AIGETOA team.



**AIGETOA AP CIRCLE TEAM FELICITATING THE CMD AT VIJAYAWADA ON 04.08.2024 AT 2 PM.**



**AIGETOA TEAM, AP CIRCLE SUBMITTING REPRESENTATION TO CMD AND CIRCLE SECRETARY M V SATYANARAYANA REQUESTING FOR EARLY RESOLUTION OF LONG PENDING HR ISSUES IN BSNL.**



Honoring CMD BSNL on behalf of AIGETOA Eluru

**AIGETOA ELURU BA TEAM WELCOMING & FELICITATION OF CMD ON HIS VISIT TO ELURU BA ON 03.08.2024 AT 10 AM**



**AIGETOA GUNTUR BA TEAM WELCOMING & FELICITATION OF CMD AND CGMT AP CIRCLE ON THEIR VISIT TO GUTUR BA ON 04.08.2024 AT 4 PM**