

The 6th circle conference of the union has been held from 6th to 7th instant at Allahabad with great enthusiasm and grandeur. The delegates from 28 SSAs participated and took part in the deliberations on various issues confronting the employees.

The open session and seminar on “Third Pay Revision and role of workers in increasing the revenue of BSNL” was held on 7th April under the Chairmanship of Com. Rajiv Verma. The GM(Adm) and (HR), Shri Jitendra Mani Tripathi, PGM Allahabad TD, Shri M.M. Agnihotri, GM, Shri A.K. Mishra, DGM (Adm), Shri Srivastav and other officers attended the session/seminar besides circle Secretaries of SNEA, BTEU and added luster to the conference by their presence. Speaking on the occasion circle Secy of the union, Com. Sanjay Duby drew the attention of authorities on the problems faced by the employees. The distinguished guests appreciated the subject of seminar and said the pay revision should take place. At the outset young and energetic Chairman, (Shri Kuldeep Pandey) Reception Committee, who is also pramukh of a block read the welcome address and addressed the house. He felt sorry over the treatment being meted out to BSNL by Govt.

Com. Islam Ahmad, President apprised the circle authorities about non-confirmation of staff, paucity of Medical fund and delay in settlement of pension cases. The employees on the day of retirement donot get farewells due to non-availability of fund. He also touched the issues of wage revision, Tower Company, CDA Rule 55 (II) (b), for wage revision check off system. The union has persued vigorously for relaxation in DPE guidelines and DOT will now send Cabinet note for the purpose. The circle is marching ahead organizationally but more has to be done Comrades V.P. Singh, O.S. Sanjay Duby (J.E.) and Ashok Rai, Manager Canteen have been elected as President, Circle Secy and Treasurer respectively.

The General Secy could not attend the conference due to death of his elder brother.

The Reception Committee led by Com. Sidhnath Pandey Secy made magnificent arrangements for the success of the conference. Director (HR) sent a message on the occasion.

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सुजाता तपन रे
निदेशक (एच.आर.)
Sujata T. Ray
Director (H R)

06-04-2018

Message

I must complement NFTE for organizing a seminar on "3rd Pay Revision vis a vis Role of workers for increase of revenue of BSNL". I hope this seminar will not only provide practical and timely solutions to us but go a long way in creating awareness among all our employees on various issues related to 3rd PRC and enhancing revenue generation.

In the prevailing business environment, it has been the effort of the management to provide the employees with suitable working conditions and emoluments to motivate them to strive for further growth, productivity and profitability. And therefore, as far as 3rd PRC is concerned, management has remained committed for the revision of pay to all our employees.

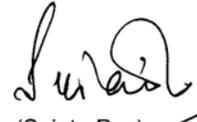
General decline in the revenue in the whole telecom industry is a common knowledge. Launching new and improved tariff plans from time to time and aggressive marketing have been the key strategy of BSNL and so far it has served well even in the most competitive environment. We have added almost 40 lakh new subscribers in March 2018, out of which 12 lakh new subscribers have come through MNP, which is a testimony to the dedication and hard work of our employees. However, we need not be complacent at this stage and further success will depend on how efficiently we convert the requests from our esteemed customers into the connections. Revenue generating ideas could be anything contributing to the topline which may include new sales channels, bundling of products, new marketing strategies like melas etc.

Another equally significant area of focus for innovation can be cost reduction. We have to focus on leveraging technology to effect cost reduction in various processes. Small changes make a big difference. I am sure that the ideas coming from our Union to lower the operational costs or to eliminate certain expenses altogether, will derive better acceptance by the employees.

Finally and the most important thing, we have to continuously work on customers' interfaces and communication with them should be effective so as to make it as easy as possible for them to use our services.

I hope you all will be at your creative best to arrive at the responses to the challenges we are facing in the most trying times.

With my best wishes,


(Sujata Ray)