

Draft

Subject: Minutes of meeting held on 15.02.2016 in the Chairmanship of Secretary, Deptt. of Telecom (DoT) in Mumbai.



A meeting was held in the Chairmanship of Secretary, DoT on 15.02.2016 in Mumbai to review the performance & initiatives taken by MTNL to improve its services. The meeting was attended by Joint Secretary (Admin) DoT, CMD MTNL, Director (HR/EB & Tech) MTNL, ED MTNL Mumbai along with all senior officers of MTNL Mumbai and GM (Tech & Plg) MTNL CO. The deliberations held in the meeting are given below:

2. At the outset, CMD welcomed Secretary DoT & JS Admin DoT and expressed gratitude for addressing the senior officers of MTNL Mumbai. He apprised that the Q3 results of MTNL were finalized on 12.02.2016 and an increase of Rs. 25 Crores has been reported in the total revenue of Q3 as compared to Q2 of this financial year. There has also been a decrease in expenditure by an amount of Rs 7 Crores and the losses before financial cost and exceptional items have been reduced by Rs. 30 Crores. He further stated that there has been a positive growth in Broadband segment of 3.7% upto Q3 of this financial year as compared to corresponding figures of last financial year. Similarly the mobile services and value added services in fixed line segment have registered a positive growth of 3.3% and 5.7% respectively.

3. Director (HR/EB & Tech) gave a brief presentation on the initiatives taken by MTNL to improve its Quality of Service and the challenges being faced specially in the wireless segment. He stated that MTNL has initiated process for migration of its obsolete legacy TDM networks to all IP based Next Generation Network (NGN). He apprised Secretary DoT that MTNL intends to utilize 1000 Kms of Optical Fiber laid by MTNL for MCS project for providing 100,000 FTTH connections & making Wi-Fi Hot spots. He stated that MTNL has finalized the tenders for expansion/up-gradation of mobile services wherein the numbers of 2G and 3G sites will double to provide network coverage leading to improvement in service quality. He also presented an update on the Mumbai City Surveillance Project and the issues involved with Municipal Corporation of Greater Mumbai (MCGM).

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4. The discussions were held on the presentations made by Director (IR/Tech) and views expressed by participants. The key highlights of the deliberation are as follows:

- i. Secretary DoT observed that there has been a decline in the revenue performance of MTNL for the Q3 of this year as compared to the corresponding revenues of the previous year by 5.6%.
- ii. On the high rate of call drop reported in the drive test conducted by TRAI recently for Mumbai Delhi, Secretary DoT expressed an urgent need to improve the Quality of Service in Wireless segment. MTNL cited its low tower count in comparison to private competitors as primary reason for poor Quality of Service.
- iii. Secretary DoT asked MTNL to explore the possibility of utilization of Core equipments of BSNL Mobile services for up-gradation of MTNL mobile network. He assured that DoT will consider necessary amendments in sharing of active network elements.
- iv. On the matter of new streams of revenue generation, Secretary DoT asked MTNL to explore newer possibilities of Business Development through monetization of spare assets available with MTNL including fiber, tower, network, real estate etc.
- v. Secretary DoT stressed that the real strength of MTNL is in Landline & Optical Fiber and MTNL should strive to provide a high speed efficient broadband services.
- vi. Secretary DoT highlighted the need for active coordination with BSNL on various issues involving Enterprise Business, billing matters, resource utilization etc and to have a complete synergy in operations wherever possible.
- vii. MTNL was asked to work-out a detailed plan in coordination with BSNL on Synergy and monetization of various assets and submit the same before 29th February 2016.

Meeting ended with thanks to chair.