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## Huge revenue loss in Bangalore TD on Consumer Mobility

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Respected Sir,

Sub: Huge revenue loss in BGTD in CTOPUP and Recharge segment.

From 17<sup>th</sup> May 2012, Bangalore TD is incurring a loss of Rs. 35 lakhs daily on an average till date in the CTOP UP/ recharge segment of business in the Consumer mobility vertical for the last 10 days.

The major portion of this business is through the Franchisee Network. Due to bouncing of cheque some franchisees, PGM BGTD has taken a sudden decision of refusing all the cheques to get the said product from 17<sup>th</sup> May. We do not understand the motive of changing the policy which was running very smooth all these days that too for prompt franchisees when this segment was giving us a revenue of Rs. 33 Lacks daily in Bangalore TD.

As on date approximately Rs. 3.5 crores loss is incurred due the said stalemate.

Of the total monthly revenue of about 12 crores around 8 to 9 crores is from Bangalore only. If this stalemate continues we will not only loose customers but also monthly revenue of Rs. 9 crores every month.

Though after our persuasion with PGM BGTD a meeting with the franchisee was held; no progress is there in the matter. The plea of the franchisee is that the prompt and responsible who are not in the list of bounced cheques should not be treated like this as they are our business partners.

We are repeatedly requesting the management to continue the existing procedure to issue the products for all the **prompt franchisees and those who are not having any due to BSNL**. Unfortunately nothing is coming forth.

On the other hand no currency is available in the market in Bangalore Telecom District including Bangalore city for the last the days and this is leading to migration of our subscribers to other operators through MNP in addition to a very bad name for BSNL.

We have approached GM S&M Circle Office, PGM BGTD and CGMT Karnataka on this issue and at last only with interest of our company revenue; I am on behalf of SNEA Karnataka state sending this mail.

I may kindly be excused for directly sending this mail.

With high regards,

S B Nagavi

Circle Secretary SNEA Karnataka.

Copy for kind infn to CGMT Karnatka / PGM BGTD Bangalore...

(2) GS SNEA CHQ ND