

Non-availability of 4G spectrum impacting BSNL's competitive strength: Purwar

'We are taking various steps to clear dues of all partners in a step-wise manner, and some have received while others are in the process of receiving it.'

Muntazir Abbas | Updated: September 03, 2019, 20:42 IST

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NEW DELHI: *The cash-strapped Bharat Sanchar Nigam Limited (BSNL) is taking steps to improve its revenue as well as to cut operational expenditure in the absence of much-needed revival package from the Narendra*

Modigovernment. BSNL Chairman Pravin Kumar Purwar in an interaction with ETTelecom's Muntazir Abbas says that the telcorequires 4G airwaves to stay competitive, and is expecting to cut the workforce by 50% once the Centre approves the Voluntary Retirement Scheme (VRS). Purwar also said that the state-run telco is clearing partners' dues in an orderly manner. Edited excerpts.

In the current turbulent situation, how are you working on to monetise land assets to further increase your revenue?

We are leasing and renting so that we start earning additional income, and today we expect Rs 200 crores of revenue and this can easily be ramped up to Rs 1,000 crore. This is the annual revenue, so in the next 12 to 15 months, this is one area where we should push, and generate additional revenue for BSNL.

Secondly, we have 68,000 towers, and towers which we have given to others are 13,000 - 14,000. We are looking at how the tenancy on towers can be increased so that the additional revenue can be generated. It is a very important aspect. Third priority will be to provide value-based service to customers, so they continue to remain loyal to BSNL.

