



भारत संचार निगम लिमिटेड  
(भारत सरकार का उद्यम)

**BHARAT SANCHAR NIGAM LTD.**  
(A Government of India Enterprises)

No.: 19-25/2010-W(T)Pt.  
Dated: 10<sup>th</sup> January, 2012

To

All CGMs BSNL  
Territorial Circles.

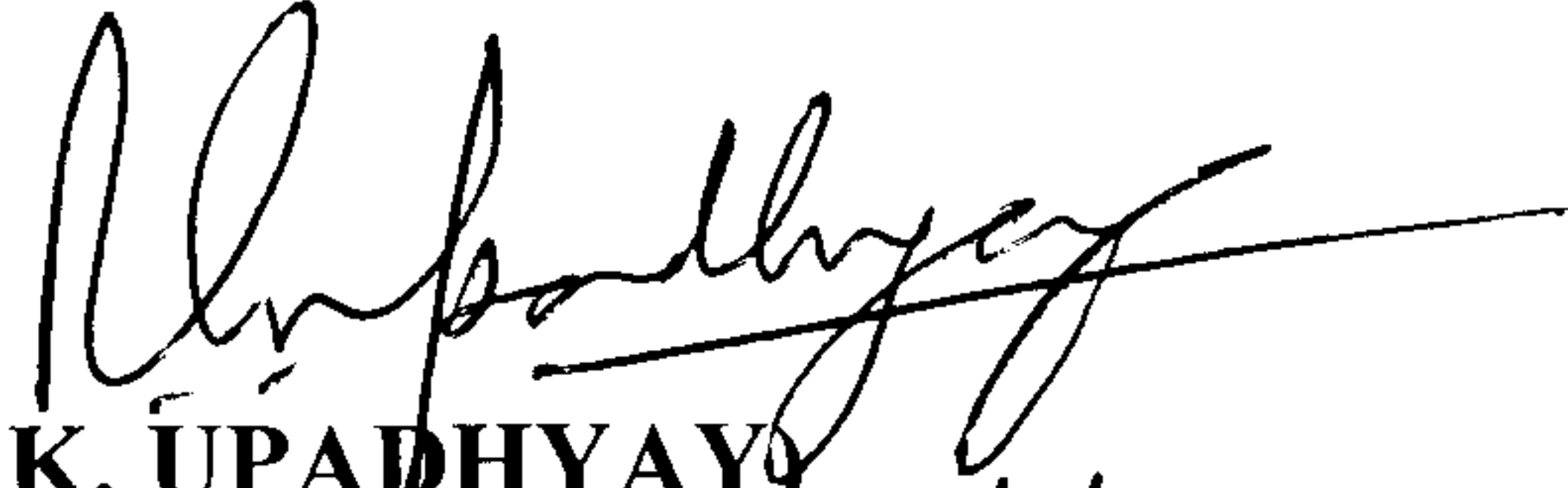
**Sub: Procurement of external civil projects. – reg.**

BSNL is having a vast pool of Civil/Electrical Engineers and Architects, who are well experienced in civil/electrical engineering infrastructure projects. With the passage of time with lesser internal work load, their expertise has to be suitably channelized/utilized for getting revenue to BSNL.

In the present business environment, huge opportunities of infrastructure projects exist in the Central/State Government organizations and so also in private sector. Some of our civil wing units in the Circles such as Kerala, Punjab and Himachal Pradesh have shown results in procuring some of this business for BSNL.

Procuring more and more business in the civil engineering/electrical engineering sector for generating additional revenue for BSNL is need of the hour. The civil/electrical wing units have to become profit centre. You are, therefore, required to make necessary effort along with the heads of civil/electrical wing in your Circle in this regard.

Please let me know the actions planned and taken in this direction and results achieved therefrom.

  
(R.K. UPADHYAY)  
C.M.D., B.S.N.L. 15/1/2012