

महाराष्ट्र दूरसंचार परिमंडल,  
छठवी मंजिल ए विंग, प्रशासनिक भवन,  
जुहू रोड, सांताक्रुज (प), मुंबई - 400 054.

Maharashtra Telecom Circle,  
6th Floor, 'A' Wing, Administrative Building,  
Juhu Road, Santacruz (W), Mumbai - 400 054.  
Phone : (O) : +91-22-26616999 • Fax : +91-22-26600444  
E-mail : cgm\_mah@bsnl.co.in



भारत संचार निगम लिमिटेड

(भारत सरकार का उपक्रम)

**BHARAT SANCHAR NIGAM LIMITED**

(A Govt. of India Enterprise)

No. CGM/MTC/20/SPA/2021-22

Date : 8<sup>th</sup> July 2021

To

1. GM (L&B)
2. All BA Heads  
In Maharashtra Circle

Please find enclosed letter no. BSNLCO-LM/13(12)/1/2021-LM dated 02.07.2021 from Director (HR).

In accordance with the above cited letter, it may be ensured that targets are achieved regarding monetization and to generate rental income by utilizing vacant quarters.

As suggested in the letter necessary planning may be done by putting the entire campus to monetize by shifting, if required.

(Ramakant Sharma)  
Chief General Manager

Encl : As above

308, भारत संचार भवन, हरीश चन्द्र  
माथुर लेन, जनपथ, नई दिल्ली - 110001, भारत  
308, Bharat Sanchar Bhawan,  
H.C. Mathur Lane, Janpath,  
New Delhi - 110001, India  
दूरभाष / Off. : +91-11-23734070  
फैक्स / Fax : +91-11-23734072  
ई-मेल / E-Mail : dirhrd@bsnl.co.in



भारत संचार निगम लिमिटेड  
(भारत सरकार का उद्यम)  
**BHARAT SANCHAR NIGAM LIMITED**  
(A Govt. of India Enterprise)

अरविन्द वडनेरकर

निदेशक (एचआर)

ARVIND VADNERKAR

Director (HR)

BSNL Board

No BSNLCO-LM/13(12)/1/2021-LM

Date 22.07.2021

To  
All CGM  
BSNL

**Sub: Target/Achievement of monetization.**

The revenue figures up to May 2021 have come and as per trend, revenue is likely to be 31.50 Crore for 1<sup>st</sup> quarter of financial year 2021-22. Against the yearly target of Rs 500 Cr i.e. quarterly target of Rs 125 Cr for renting, approximate achievement is likely to be Rs 31.50 Cr which is only 25% of the given target.

The data supplied by you as on 30.06.2021 in Google sheet for quarters has been analyzed and excel sheet of analysis is enclosed. It appears nobody is taking a holistic approach to generate revenue from the available resources.

Key feature of analysis are :

Sl No	Description	Nos	Available Area (in sqm)	Remarks
1	Total Nos of quarters	55144	29,67,957	Out of total 117lakh sqm available plinth area, 29.6 lakh sqm is plinth area of quarters i.e. 26% and needs to be monetized /put to use.
2	Total occupied quarters	24451	13,80,790	44% available quarter area is put to use.
3	Total quarters that can be monetized	30258	15,87,147	66% available quarter is not put to use.
4	Total Vacant quarters	17054	9,35,916	31% of available quarter area is vacant and if as per approved rates in CROP 20, these are rented out, can earn Rs 10 Crore per month.
5	Total unusable quarters	13204	6,51,231	21% of available quarter area is unusable which can be put to monetization or entire campus offered to interested eligible organization for renting after renovation at their cost.

Out of vacant quarter 1<sup>st</sup> priority is to be given for renting, if through renting it is not possible to fill substantial vacant quarters, possibility of monetization of both vacant and unusable quarter may be explored by relocating all the occupant of the particular campus having low occupancy. But before relocating property papers of that particular campus should be got examined whether documents available are sufficient for monetization. Each circle should give priority to this process and complete it before 31<sup>st</sup> July. Vacant colony list along with property details should be submitted to this office by 31<sup>st</sup> July.

This is treated as most URGENT.

Enclos: As above

Copy to:

- 1) All BA heads
- 2) All Chief Engineer (Civil)

AM (HR/IA) / AM (LEB)

  
27.07.2021  
Arvind Vadnerkar  
Director (HR)

DETAILS OF AVAILABLE QUARTERS IN BSNL FOR MONETIZATION (X) CUIPID/VACANT/UNUSABLE THEREOF

Sl No	Circle	Type-I BSNL Qtrs.			Type-II BSNL Qtrs.			Type-III BSNL Qtrs.			Type-IV BSNL Qtrs.			Type-V BSNL Qtrs.			Type-VI BSNL Qtrs.			Total No. of Qtrs Occupied	No of Qtrs that can be monetized	Unusable Qtrs	Total Vacant Qtrs available for renting																													
		Total	Occupied	Vacant	Total	Occupied	Vacant	Total	Occupied	Vacant	Total	Occupied	Vacant	Total	Occupied	Vacant	Total	Occupied	Vacant																																	
1	A&N	27	0	27	0	18	42	32	0	16	16	18	0	0	13	0	0	0	0	137	44	93	0	93																												
2	ALTTIC	79	0	79	0	11	54	77	33	12	32	64	0	0	21	25	0	0	0	312	87	225	33	192																												
3	ANDHRA	154	94	38	274	72	588	328	196	64	128	41	75	12	22	6	0	0	0	1708	605	1,103	927	176																												
4	ASSAM	210	3	99	108	373	0	229	144	263	100	0	88	30	0	27	3	0	0	976	654	322	3	319																												
5	BIHAR	227	44	100	83	552	86	282	184	358	18	225	115	14	79	26	46	14	3	0	1319	735	584	162	422																											
6	Chennai TD	483	222	174	87	742	194	108	442	243	203	90	11	55	24	4	15	5	0	1754	503	1,251	490	761																												
7	CHHATTISG	96	4	21	71	331	116	192	214	4	121	89	0	48	18	23	0	1	733	324	409	31	378																													
8	ETR	38	0	38	0	105	92	0	0	13	13	0	0	0	0	0	0	0	249	0	0	0	0																													
9	GUJRAT	465	191	63	211	1653	517	1025	211	263	551	300	29	127	144	6	44	75	4	3572	859	2,713	954	1,759																												
10	HARYANA	61	52	9	0	460	228	203	29	318	139	109	21	74	14	43	3	37	3	996	476	520	445	75																												
11	HIMACHAL	107	14	87	6	246	39	166	41	176	25	133	18	51	5	45	1	28	0	608	458	150	83	67																												
12	J&K	36	2	22	12	126	7	89	30	129	4	104	21	34	1	31	2	7	0	335	255	80	14	66																												
13	JHARKHAN	92	21	19	52	314	18	172	124	291	7	160	124	95	5	56	34	25	0	818	424	394	51	343																												
14	KARNATAK	453	19	433	1	1389	75	1314	0	852	29	823	0	267	0	99	5	94	0	3064	2,934	130	129	1																												
15	KERALA	352	114	238	0	1139	645	486	8	776	457	301	18	157	78	36	35	49	2	2512	1,151	1,361	1,330	31																												
16	KOLKATA	619	457	32	130	1001	489	253	259	441	113	136	48	46	42	35	29	6	0	6398	2,389	4,009	702	3,307																												
17	MH	704	106	192	406	2586	310	941	1335	2294	17	829	1248	54	326	234	170	15	85	70	30	0	16	14																												
18	MP	447	130	141	176	1580	339	432	809	1046	172	442	363	55	188	120	102	9	45	48	7	0	4	3																												
19	NE-1	119	12	84	23	349	10	275	64	290	3	259	28	45	3	32	10	14	4	822	665	157	28	129																												
20	NE-2	76	30	40	6	241	50	163	28	133	25	104	4	36	1	31	4	4	0	492	342	150	106	44																												
21	NTP	0	0	0	0	0	0	12	0	0	0	0	0	0	0	0	0	0	12	0	0	0	0	0																												
22	NTR	254	82	138	34	254	0	12	74	177	71	0	34	37	25	0	14	11	2	871	321	550	216	334																												
23	ORISSA	378	210	162	6	873	385	476	12	506	179	303	24	146	26	114	6	50	14	1954	1,087	867	815	52																												
24	PUNJAB	315	121	142	52	1073	288	390	395	758	204	390	164	244	48	145	51	27	14	2499	1,126	1,373	681	692																												
25	QA	12	4	4	4	28	3	18	7	16	0	25	7	14	4	9	1	5	3	91	55	36	17	19																												
26	RAJASTHAN	406	193	120	93	1455	383	570	502	355	312	39	210	63	109	5	62	42	9	3327	1,437	1,890	829	1,061																												
27	STP	0	0	0	0	0	0	6	0	1	0	0	0	0	0	0	0	0	11	0	0	0	0	0																												
28	STR	9	4	2	3	260	29	47	184	321	21	76	224	90	1	58	2	6	0	688	158	530	55	475																												
29	TAMILNADU	560	134	263	163	1,642	342	846	454	1,001	165	488	348	183	13	108	62	50	3	3440	1,733	1,707	658	1,049																												
30	TELANGAN	210	123	87	0	822	477	338	7	686	415	269	2	221	67	147	7	61	16	2016	870	1,146	1,102	44																												
31	UKD	98	6	65	27	285	2	180	103	256	1	179	76	76	0	55	21	23	0	739	493	246	10	236																												
32	UP-EAST	391	85	98	208	1333	269	476	588	891	172	412	307	345	47	229	69	94	18	3108	1,303	1,805	591	1,214																												
33	UP-WEST	196	56	25	103	747	114	175	458	592	32	186	374	243	3	130	110	89	2	1864	543	1,321	209	1,112																												
34	WB	270	159	68	63	919	322	357	240	119	18	81	20	17	6	5	6	0	1779	740	1,039	578	461																													
35	WTR	8	0	0	0	72	0	69	0	13	1	0	0	0	0	0	0	0	183	0	0	0	0																													
Grand Total		7944	2674	2974	2250	23877	6216	9823	7651	16679	3465	7685	5350	4895	636	2990	1243	1576	200	880	494	173	13	99	61	55144	24,451	30,258	13,204	17,054																						
Plinth Area @		34																								204																										
Available Plinth Area		270056	90918	101116	76500	1074465	279720	442035	344295	929854	193174	428439	298263	409222	53170	249964	103915	240008	31600	139040	78052	35292	2652	20196	12444	2967957	1,380,790	1,587,147	651,231	935,936																						
Rent for vacant Qtrs considering Y type City as per CROP @ Rs/month																									17195	23398	34206	16.75	17054 Nos Qtrs																							
Probable Rent (Rs C)/month (Vacant Qtrs)																									2.14	1.16	0.21	16.75	17054 Nos Qtrs																							
Plinth Area Available for Monetization in sqm (Unusable Qtrs)																									53170	31600	2652	651231	13204 Nos Qtrs																							
TOTAL NUMBER OF QUARTERS IS																									55144 NOS																											
TOTAL NUMBER OF OCCUPIED QUARTERS IS																									2967937 SQM																											
TOTAL NUMBER OF VACANT QUARTERS IS																									1380790 SQM																											
TOTAL NUMBER OF UNUSABLE QUARTERS IS																									935916 SQM																											
																									851231 SQM																											
																									RS. 10 CRORE																											
																									PER MONTH																											

*Water*  
AGM(LM-II)  
(DATEEER VAR MA)