To

The CGMT

Kerala,

Thiruvananthapuram.

Sub : Migration of Huawei Kerala connections to BSNL

Kindly recall our earlier correspondences on the subject. We had made it sufficiently clear that such migration is in the interest of BSNL, since constant interactions by our Executives with the Executives of the vendor Company is required both during the execution of the Project and even after that. It is with such intention that we interacted with Huwaei, who have favoured our proposal. It must be remembered that they have already migrated to Air Tel in other parts of the country, while they are waiting for our final call in our Circle and that too due to the good relations that we have been able to establish with them.

In this connection we would like once again to bring to your notice that the differences have actually narrowed down and the deal can be clinched with minor adjustments here and there. As we understand the feel in Huwaei right now is that our proposal is acceptable except for the STD charges, which is Re. 1with us while Air Tel ‘s offer is at 0.50/ 0.60. A comparison table of the two offers are enclosed herewith. We also understand that Huwaei would not mind even if the fixed charges are slightly raised to give them a similar offer on STD calls.

As we have been repeating the deal is very much beneficial to BSNL also in view of the huge IUC charges that we are at present bound to pay due to the heavy volume of traffic that presently flows from our Numbers to Huawei numbers.

We therefore request you to kindly take a final call on the matter on mutually agreeable terms and conditions without any further delay.

Thanking you,

Y/F