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

No.EBU/TN/General Correspondence /2011-12 dated at Chennai 600 008, the 13.1.2012.

To  
The Head of all SSAs,  
BSNL, Tamilnadu Circle.

Sub: Capturing of new business – reg.

The Tamilnadu Circle EB Unit team met the Principal Secretary to Government Higher Education Department, Tamilnadu State, Chennai on 12/1/12 for promoting our services. During the meeting, the Secretary was appraised about the services rendered by BSNL to Education sector in Tamilnadu. It was also explained about the Telecom services provided at Pondicherry University (Total Integrated Network communication services including LAN cabling, Wi-fi services of the entire University campus and Security services in addition to the Bandwidth) and a similar business clinched by Pondicherry SSA from JIPMER, Pondicherry which is a Research Institute. This JIPMER project is worth Rs.2.5 cr.

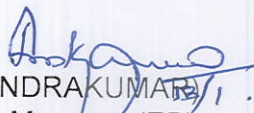
It is very much encouraging that the Principal Secretary is very much in favour of taking services from BSNL which is a PSU and assures the service can be taken without going through the tender formalities for all the requirements in the Education sector. It is understood from the Secretary, that there is lot of potential business for providing Wi-fi / LAN connectivity to all the Universities / Colleges campus wise in Tamilnadu.

Under these circumstances it is very much essential to meet all the responsible officers in the Universities / Colleges to capitalize the opportunity to grab the business from the Education sector. **EB Team members of the SSA may be instructed to meet the Vice Chancellor / Registrar of the Universities and apprise them of the above suggestion.**

Details of the work carried out by BSNL to Pondicherry University is enclosed in the form of PPT. This may be taken on top priority basis.

Further information, if any, required in this regard may be had from the EB Unit, Chennai.

Encl.:A/A

  
(J.MAHENDRAKUMAR),  
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