




MEDIA COVERAGE REPORT

Press Release: ITI bags order worth Rs 66.33 bn from BSNL

SEPTEMBER 2018

SUBMITTED BY
CORPORATE PUBLIC RELATIONS
ITI LIMITED

	Publication: Hindu Business Line
	Date: 01.09.2018
	Link: https://www.thehindubusinessline.com/info-tech/iti-bags-new-advance-work-order-worth-rs-6633-cr-from-bsnl/article24843820.ece

ITI bags new advance work order worth Rs 6,633 cr from BSNL, Declared L1 in the RajNet

ITI Limited, a multi-unit central public sector undertaking in the telecommunications manufacturing segment has bagged an Advance Work Order (AWO) from BSNL for the Operation and Maintenance and Sales & Marketing of the Passive Infrastructure of 6945 BTS sites of BSNL's GSM network in UP East, UP West, Uttarkhand and Tamil Nadu Circles.


The AWO value (at provisional rates) is Rs 6,633.56 crore inclusive of taxes. The order is for a period of 10 years.

This is part of BSNL's GSM network which consists of about 61,000 BTS sites across the country. The Scope of Work includes operation and maintenance of passive infrastructure of BTS sites covering manning / taking care of the sites, diesel filling, payment of electricity bill, preventive / shutdown maintenance, annual maintenance, overhaul, and spares energy management, maintenance of site status alarms, set-up of web-enabled Remote Monitoring System (WRMS), co-ordination and housekeeping for all sites etc. The work also includes marketing of BTS infrastructure to other GSM players for earning additional revenue.

This order comes in the back drop of ITI's experience in GSM technology where ITI was the first to manufacture GSM equipment in the country and supplied nearly 25-million-line capacity equipment to BSNL and MTNL. ITI has also taken up the maintenance of the network supplied by ITI to BSNL.

Highlighting the biggest order bagged by the company, K Alagesan, Chairman and Managing Director, ITI Limited said, "We are targeting for an order book of Rs 20,000 crore and these mega orders really boost our morale. With the past experience of maintenance of GSM project, we hope smooth execution of this order in the coming days."

In addition to the above, ITI has also been declared as L1 in the RajNet project of the state of Rajasthan. The scope of the project includes supply of 40,000 Wi-Fi hotspots, 200 towers, 3000 masts, 10000 Micro BTS, 800 BTS and also annual maintenance of the same. ITI is likely to get Rs. 212 crore as part of L1 order.

	Publication: Business Standard
	Date: 31.08.2018
	Link: https://www.business-standard.com/article/companies/iti-bags-order-worth-rs-66-33-bn-from-bsnl-in-up-tamil-nadu-uttarakhand-118083101008_1.html

ITI bags order worth Rs 66.33 bn from BSNL in UP, Tamil Nadu, Uttarakhand

After remaining sick for 16 years, ITI had turned profitable in FY18 by posting a net profit of Rs 1.02 billion. Central public sector undertaking ITI Ltd has bagged orders worth Rs 66.33 billion from state-run telecom provider, BSNL in three states including Uttar Pradesh, Uttarakhand and Tamil Nadu.

The contract will be implemented over a period of 10 years. According to the contract, ITI Ltd will undertake the operations and maintenance along with sales and marketing of 6,945 base transceiver station sites of BSNL's GSM network. The operation also includes marketing of base station infrastructure to other GSM players for earning additional revenue.




"We are targeting for an order book of Rs 200 billion and these mega orders really boost our morale. With the past experience of maintenance of GSM project, we hope the smooth execution of this order in the coming days," said K Alagesan, Chairman & MD of ITI Ltd.

The company also said that it has also emerged as the lowest bidder in the RajNet project which has the mandate of rolling out broadband services in rural areas of Rajasthan.

After remaining sick for 16 years, ITI had turned profitable in FY18 by posting a net profit of Rs 1.02 billion on a revenue base of Rs 17.03 billion.

The state-owned firm's shift in strategy to enter telecommunication networks space has paid it rich dividends. Its total order book size stood at around Rs 100 billion by the end of last fiscal.

	Publication: Telecom Lead
	Date: 31.08.2018
	Link: https://www.telecomlead.com/telecom-equipment/iti-wins-rs-6633-crore-deal-from-bsnl-86094

ITI wins Rs 6,633 crore BTS deal from BSNL

ITI has won a Rs 6,633.56 crore deal from BSNL for the operation and maintenance and sales & marketing of the passive infrastructure of 6,945 BTS sites of its GSM network in UP East, UP West, Uttarkhand and Tamil Nadu circles.

BSNL Kerala offers BSNL has a GSM network of approximately 61,000 BTS sites across the country. BSNL is in the process of expanding its capacity to meet demand from voice and data customers across the country.

BSNL has 11.887 million wireline customers including 9.15 million wired broadband customers and 113.115 million wireless customers including 11.19 million wireless broadband as on 30 June.


ITI will be responsible for operation and maintenance of passive infrastructure of BTS sites covering taking care of the sites, diesel filling, payment of electricity bill, preventive / shutdown maintenance, annual maintenance, overhaul, and spares energy management, maintenance of site status alarms, set-up of web-enabled remote monitoring system (WRMS), coordination and housekeeping for all sites.

ITI will also assist BSNL in the marketing of BTS infrastructure to other GSM players for earning additional revenue. Other telecom operators in India include Bharti Airtel, Vodafone Idea and Reliance Jio.

Earlier, ITI supplied nearly 25-million-line capacity equipment to BSNL and MTNL, two government owned telecom operators. ITI has also taken up the maintenance of the network supplied by ITI to BSNL.

“We are targeting for an order book of Rs 20,000 crore,” K Alagesan, chairman and managing director of ITI, said.

ITI has also been declared as L1 in the RajNet project of the state of Rajasthan. The scope of the project includes supply of 40,000 Wi-Fi hotspots, 200 towers, 3,000 masts, 10,000 micro BTS, 800 BTS and annual maintenance. ITI said it is likely to get Rs 212 crore as part of L1 order.

	Publication: Business Standard
	Date: 30.08.2018
	Link: https://www.business-standard.com/article/markets/iti-surges-20-on-winning-work-order-of-rs-66-34-billion-from-bsnl-118083000571_1.html

ITI surges 20% on work order win of Rs 66.34 billion from BSNL

Shares of ITI surges 20% to Rs 112 on the BSE after the company said it has received an advance work order (AWO) worth of Rs 66.34 billion from BSNL.

“ITI has received an advance work order (AWO) from BSNL for the operation and maintenance and sales & marketing of the passive infrastructure of 6945 BTS sites of BSNL's GSM network in UP East, UP West, Uttarkhand and Tamilnadu Circles,” the company said in a statement.


The AWO value (at provisional rates) is Rs 66.34 billion inclusive of taxes. The order is for a period of 10 years, it added.

Earlier on Tuesday, ITI said it bagged Rs 26.58 billion MahaNet order for implementation of BharatNet Phase II.

“The company received Letter of Intent (LoI) for the selection as the project implementation agency (PIA) for MahaNet-I (BharatNet Phase II) in Maharashtra for two packages, A and C, issued by Maharashtra Information Technology Corporation Ltd,” ITI said in a press release.

As per the order ITI will be covering 18 districts, 110 talukas and 8695 Gram Panchayats (GPs). The works includes laying of optical fibre cable (OFC underground and aerial) including site survey, planning, procurement, design, implementation network at talukas and GPs as well as operations and maintenance of the network.

At 02:43 pm; ITI was trading 19% higher at Rs 111 on the BSE, as compared to 0.24% decline in the S&P BSE Sensex. The trading volumes on the counter jumped more than 20-times with a combined 13.71 million equity shares changed hands on the NSE and BSE so far.

	Publication: Dalal Street Investment Journal
	Date: 30.08.2018
	Link: https://www.dsij.in/DSIJArticleDetail/ArtMID/10163/ArticleID/3614/ITI-wins-Rs-6633-crore-orders-from-BSNL

ITI wins Rs 6,633 crore orders from BSNL

ITI Limited has bagged an Advanced Work Order (AWO) from BSNL. The stock prices surged over 19 per cent intraday.

The company received the order from BSNL for the Operation and Maintenance and Sales & Marketing of the Passive Infrastructure of 6,945 BTS sites of BSNL's GSM network in UP East, UP West, Uttarkhand and Tamil Nadu circles. The order period is for 10 years.

Earlier this week, the company bagged Rs. 2,658 crore MahaNet order for implementation of BharatNet Phase II in Maharashtra.

ITI Limited is engaged in the manufacturing, trading and servicing of telecommunication equipment and rendering other associated services. The company focuses on offering telephone communication services. It offers a range of telecom products and solutions, including switching, transmission, access etc.

On Thursday, the shares of the company closed at Rs. 111.60 per share, up by 19.81 per cent. Its intraday high was Rs. 111.75 per share and its intraday low was Rs. 100.60 per share on the BSE. Its 52-week high was Rs. 164.90 and 52-week low was Rs 72 per share on the BSE. The BSE Sensex closed at 38,690.10 level, down by 0.08 per cent and Nifty50 down by 0.13 per cent, closing at 11,670 level.



Publication: Times of India

Date: 01.09.2018

ITI bags order from BSNL in three states

GoI PSU in the telecommunications manufacturing segment, **ITI Limited**, recently received an Advance Work Order (AWO) from BSNL for operation and maintenance and sales & marketing of the Passive Infrastructure BSNL's GSM network in UP, Uttarakhand and TN circles.

According to their release, the AWO value at provisional rates, is ₹6,633.56 Cr. inclusive of taxes. ITI was the first to manufacture GSM equipment in the country and supplied nearly 25-million-line capacity equipment to BSNL and MTNL.

Highlighting this as one of the biggest order in the year, K Alagesan, CMD, ITI said "we are targeting an order book of Rs.20,000 crores and these mega orders really boost our morale. With the past experience of maintenance of GSM project, we hope smooth execution of this order in the coming days". ITI is also to have been declared as L1 in the RajNet project of the state of Rajasthan.
