

**GOVERNMENT OF INDIA
PETROLEUM AND NATURAL GAS
LOK SABHA**

STARRED QUESTION NO:269
ANSWERED ON:07.08.2003
MOC SIGNED BY IOCL WITH PSUs
PRAKASH V. PATIL

Will the Minister of PETROLEUM AND NATURAL GAS be pleased to state:

- (a) whether the Indian Oil Corporation Limited has signed Memorandum of Collaboration (MoC) with some Public Sector Undertakings in Information Technology sector to cross sell their products and services;
- (b) if so, the details thereof;
- (c) whether this Memorandum of Collaboration has been signed as a pilot project;
- (d) if so, whether the Government would consider signing similar MoCs between PSUs to promote each others interest; and
- (e) if so, the details thereof?

Answer

MINISTER OF PETROLEUM & NATURAL GAS (SHRI RAM NAIK)

(a) to (e): A statement is laid on the Table of the House.

STATEMENT REFERRED TO IN REPLY TO PARTS (a) TO (e) OF THE LOK SABHA STARRED QUESTION NO. 269 BY SHRI PRAKASH V. PATIL TO BE ANSWERED ON 7TH AUGUST, 2003 REGARDING MOC SIGNED BY IOCL WITH PSUs.

(a) to (e): Indian Oil Corporation Limited (IOC) has not signed any Memorandum of Collaboration (MOC) with any Public Sector Undertaking (PSU) in Information Technology sector. However, a MOC has been signed by IOC with Bharat Sanchar Nigam Limited (BSNL) to leverage each other's strengths and network in the following broad areas:

- (i) Setting up communication business centres at select IOC retail outlets (ROs) at attractive rates on high potential routes, especially highways.
- (ii) Exploring the possibility to utilize LPG network of IOC to sell BSNL products like Recharge Coupons (Excel), Virtual Calling Cards (VCC), Sancharnet Cards, etc.
- (iii) Creation of a real-time truck-tracking system, using BSNL infrastructure which could be offered exclusively to IOC's fleet customers as well as used for IOC's own transport vehicles.
- (iv) Explore the possibility of setting up BSNL's Bill collection centers at ROs and LPG distributorships.
- (v) Exploring the potential of utilization of space at IOC ROs for erection of towers for better transmission and connectivity.
- (vi) Exploring the possibility to provide connectivity to all ROs, supply points and offices of IOC.
- (vii) Any other proposition, which may emerge during discussions by the joint working group.

The above steps would facilitate Marketing of BSNL products and services, and provide value added service to IOCL customers through loyalty programmes or otherwise for mutual benefit of both companies.

At present a joint working group of IOC and BSNL is studying the above areas to evolve a business model for this collaboration.

Public Sector Undertakings (PSUs) keep exploring and evaluating such collaboration opportunities in mutual business interest.