

<p>महाराष्ट्र दूरसंचार परिमंडल छठी मंजिल, बी विंग, बीएसएनएल प्रशासकिय भवन जुहू रोड, सान्ताक्रुज (प), मुंबई. -400054 Maharashtra Telecom Circle, 6th Floor, B Wing BSNL Administrative Bldg, Juhu Road, Santacruz (W), Mumbai 400054</p>	 <p>BSNL Connecting India faster</p>	<p>भारत संचार निगम लिमिटेड (भारत सरकार का उपक्रम) BHARAT SANCHAR NIGAM LIMITED (A Govt. of India Enterprise)</p>
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To,

All BA/SSA Heads,
Maharashtra Circle.

Letter No. MHCO/SMCF/13(15)/1/2020 O/o GM SMCF

Dated 1st July 2020.

Sub: Revised and updated Open Expression of Interest (EOI) for engagement of Telecom Infrastructure providers (TIPs) for Providing Fibre to the Home (FTTH) Optical Fibre Connectivity/alternate media for Landline and Very High Speed Broad Band and Value Added Services.

- Ref: 1. Letter No. CGMT/MH/S&M-CFA/FTTH EOI/2018-19/13 Dated-14/06/2019.
2. Letter No. 64-253/2019/NWP-BB/FTTH Dated 12/04/2020.
3. Letter No. 64-253/2019/NWP-BB/FTTH Dated 27/04/2020.
4. Letter No. 64-253/2019/NWP-BB/FTTH Dated 04/05/2020.
5. Letter No. NPBB/11(13)/2/2020-NWP-BB-BSNL_CO-Part (1) Dated 01/06/2020.

With reference to above subject and letters issued by BSNL CO the certain changes are made in the policy for provision of FTTH connections through TIPs. Apart from this, many of the SSAs have sent suggestions for better performance of TIPs and for providing maximum FTTH connections by BSNL.

Accordingly, this office has incorporated all guidelines, clarifications, modifications directed by BSNL Corporate Office along with suggestions from field units. The updated, revised Open Expression of Interest (EOI) for engagement of Telecom Infrastructure providers (TIPs) for Providing Fibre To The Home (FTTH) Optical Fibre Connectivity/alternate media for Landline and Very High Speed Broad Band and Value Added Services in Maharashtra Circle is enclosed for ready reference please.

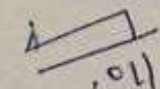
This modified EOI will be applicable w.e.f. 01/07/2020 throughout Maharashtra Circle. Necessary addendum may be ^{made} in the agreements signed before 01.07.2020 after the consent of TIPs.

It is requested to give wide publicity to this Revised EOI for engagement of TIPs in BSNL among the Builders, Resident Welfare Associations (HWAs), Telecom Infrastructure Providers, Hotel Owners, Hospitals, Trust, Franchisees, System Integrators, DIDs, franchisees of BSNL, any registered company or society, Local Cable TV Operators, Telecom Service Providers, Lock Shop Owners, BSNL Retailers, Direct Selling Agents, Unemployed Graduates, Local Youth having matriculation/ degree or ITI, Start-ups or local entrepreneurs, Spouse and Wards of BSNL/ DOT employees or Retired BSNL/ DOT employees etc.

The revised EOI is uploaded on Maharashtra Intranet portal as well as BSNL Maharashtra Circle website www.maharashtra.bsnl.co.in/ftth.html

This is issued with the approval of CGMT MH Circle.

Encl: AA


01/07/2020

P.K. Singh

General Manager, S&M CFA and ITBP,
% CGMT MH Circle Mumbai.

Copy to:

1. PGM CFA Mumbai for kind information please.
2. GM NWP BB BSNL Corporate Office New Delhi for kind information please.

BHARAT SANCHAR NIGAM LIMITED MAHARASHTRA CIRCLE.

Expression of Interest

For engaging

TELECOM INFRASTRUCTURE PROVIDERS (TIPs)

For providing Broadband/ voice services,
Lease Circuits and value Added Services
on Revenue Share Basis.

Published on 01/07/2020.

**% Chief General Manager Telecom
Maharashtra Circle, Mumbai**

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<https://selfcare.bsnl.co.in/tungsten/UI/facelets/preLeadBharatFibre.xhtml>

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महाराष्ट्र दूरसंचार परिमंडल
छठीमंजिल, बी विंग, बीएसएनएल प्रशासकियभवन
जुहू रोड, सान्ताक्रुज (प), मुंबई. -400054
Maharashtra Telecom Circle,
6th Floor, B Wing BSNL Administrative Building,
Juhu Road, Santacruz (W), Mumbai 400054



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

PRESS NOTE

Letter No. MHCO/SMCF/13(15)/1/2020 O/O GM SMCF

Dated 1st July 2020.

Subject: Expression of Interest for “Providing Fibre To The Home (FTTH) Optical Fibre Connectivity/alternate media for Landline and Very High Speed Broad Band (Up to 100 Mbps or more) and also Value Added Services like entertainment content through CDN Services on Revenue Share Basis”

BSNL Maharashtra Circle is providing unique opportunity through this Expression of Interest (EOI) for providing and maintaining BSNL Telecom Services in the existing and upcoming residential/commercial complexes and all other parts of rural and urban areas on revenue share basis.

BSNL is inviting Builders, Resident Welfare Associations, Hotel Owners, Hospitals, Trust, Franchisees, System Integrators, DIDs, Franchisees of BSNL, any registered company or society, Local Cable TV Operators, Telecom Service Providers, Local Shop Owners, BSNL Retailers, Direct Selling Agents, Unemployed Graduates, Local Youth having matriculation/degree or ITI, Start-ups or local entrepreneurs, Spouses and Wards of BSNL/DOT employees or Retired BSNL/DOT employees etc for registration as “Telecom Infrastructure Providers (TIPs) in BSNL.

This is the best opportunity provided by BSNL to register as Business Partner of BSNL and to have opportunity to get fixed monthly income on revenue Share basis. For further details of the proposal, please visit www.maharashtra.bsnl.co.in/ftth.html

Sd/-

**General Manager S&M CFA and ITBP
% CGMT MH Circle at Mumbai.**

पंजीकृत कार्यालय भारत :संचार भवन, हरीश चन्द्र माथुर लेन, जनपथ, नई दिल्ली-110001-

Regd. & Corporate Office: Bharat Sanchar Bhawan, Harish Chandra Mathur Lane, Janpath, New Delhi-110001
Corporate Identity Number (CIN): U74899DL2000GOI107739 Website: www.bsnl.co.in

BHARAT FIBRE (FTTH) OVERVIEW

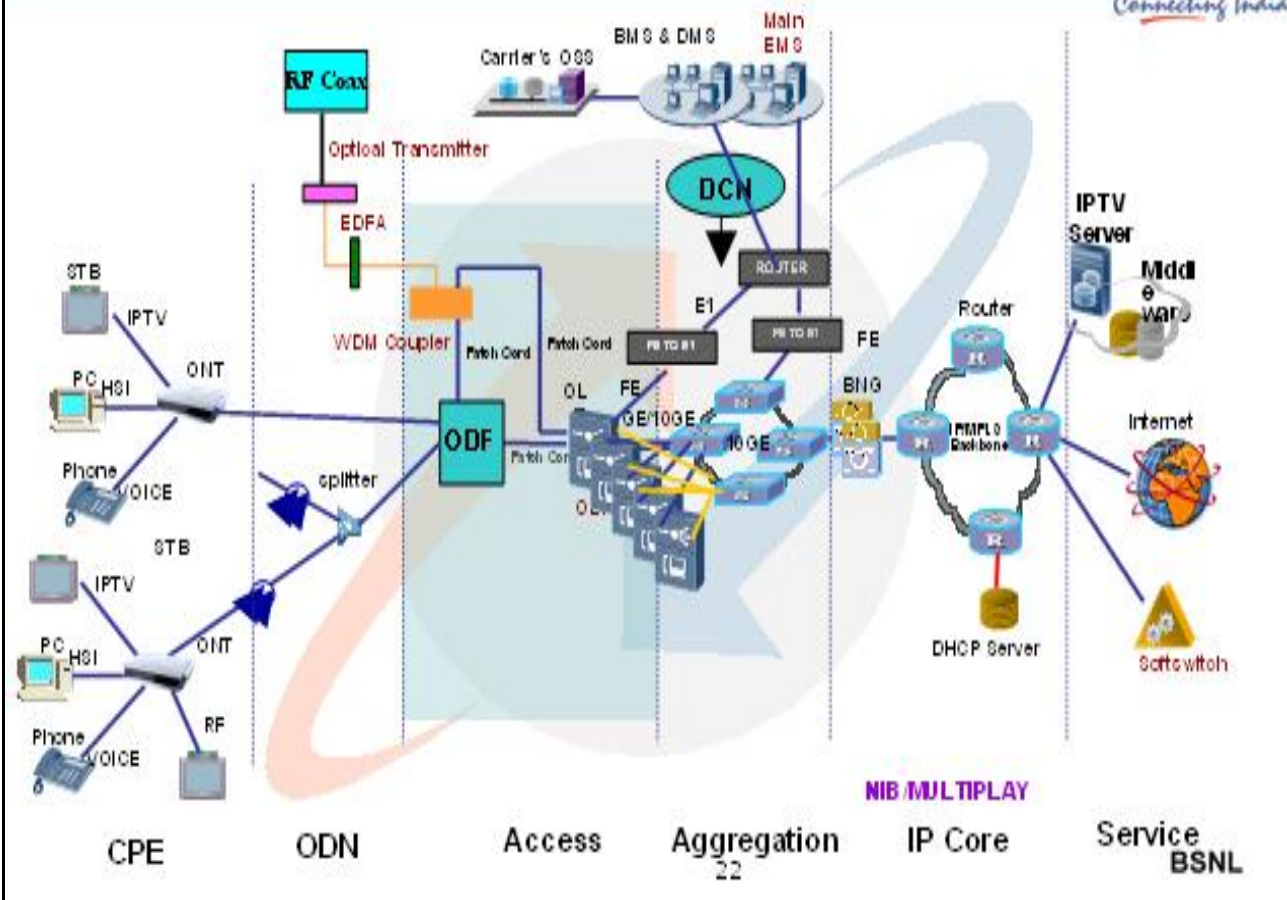
Bharat Fiber (FTTH) is a unique technology being deployed by BSNL for the first time in India. The fiber connectivity having unlimited bandwidth and state of the art technology provides fix access platform to deliver the high speed broadband from 256 Kbps to 100 Mbps, IPTV having different type of contents like HDTV and future coming 3D TV and range of voice telephony services. It provides a comprehensive solution for the IP leased line, internet, Closed User Group (CUG), MPLS-VPN, VoIP, video conferencing, video calls etc whatever the services available on the internet platform, bandwidth on demand can be delivered by this connectivity to the without changing the access fiber and home device. Customer will get a CPE called Home Optical Network Termination (HONT) consisting of 4X100 Mbps Ethernet ports and two normal telephone ports. Each 100 Mbps ports will provide broadband, IPTVs, IP Video call and leased line etc as required by the customers. Customer will get power back unit having full load backup of four hours and normal backup of three days. This power backup will be AC input and connecting to the HONT on 12V DC.

Connectivity via Bharat Fiber (FTTH): BSNL will extend fiber from its nearest Central Office location directly or through franchisee and install ONT and battery backup at the customers identified locations. The services such as Voice, Broadband, IPTV etc will be enabled as per the customer's request plans for the same.

The services over Bharat Fiber (FTTH): Basic internet Access Service controlled and uncontrolled from 256Kbps to 1000Mbps.

1. TV over IP Service (MPEG2).
2. Video on Demand (VoD)(MPEG4) play like VCR
3. Audio on Demand Service
4. Bandwidth on Demand (User and or service configurable)
5. Remote Education
6. Point to Point and Point to Multi Point Video Conferencing, virtual classroom
7. Voice and Video Telephony over IP: Connection under control of centrally located soft switches
8. Interactive Gaming
9. VPN on broadband
10. Dial up VPN Service
11. Virtual Private LAN Service (VPLS)

BSNL FTTH Architecture



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BSNL Strip Ad (33wx6h) (Option-3)

NOTICE FOR EXPRESSION OF INTEREST

Subject: Expression of Interest for “Providing Fibre To The Home (FTTH) Optical Fibre Connectivity/alternate media for Landline and Very High Speed Broad Band (up to 100 Mbps or more) and also Value Added Services like entertainment content through CDN Services on Revenue Share Basis”

- 1.0 BSNL Maharashtra Circle is providing unique opportunity through this Expression of Interest (EOI) for providing BSNL Telecom Services in the existing and upcoming residential/ commercial complexes and all other parts of rural and urban areas on revenue sharing basis by joining hands with BSNL with investment on Infrastructure and maintaining the services thereafter on revenue share. .
- 1.1 This is the best opportunity provided by BSNL to register as Business Partner of BSNL and to have opportunity to get fixed monthly income on revenue Share basis.
- 1.2 **Eligibility for Registration as TIP BSNL:**BSNL is providing unique opportunity through this Expression of Interest (EOI) to Builders, Resident Welfare Associations (RWAs), Telecom Infrastructure Providers, Hotel Owners, Hospitals, Trust, Franchisees, System Integrators, DIDs, Franchisees of BSNL, any registered company or society, Local Cable TV Operators, Telecom Service Providers, Local Shop Owners, BSNL Retailers, Direct Selling Agents, Unemployed Graduates, Local Youth having matriculation/degree or ITI, Start-ups or local entrepreneurs, , Spouses and Wards of BSNL/DOT employees or Retired BSNL/DOT employees etc. for registration as **Telecom Infrastructure Providers BSNL(Herein after Referred to as “TIP” in short)** for providing BSNL Telecom Services in the existing and upcoming residential/commercial complexes and all other parts of rural and urban areas on revenue share basis
- 1.3 **Experience desired for Registration as TIP BSNL:** BSNL proposes to add more and more firms and companies as Telecom Infrastructure providers and hence no specific eligibility conditions are framed before registration as TIP, but once registered the performance will be monitored regularly.
- 1.4 **Fees for registration as TIP:** One-time Registration charges of Rs.10,000/- (Rupees Ten Thousands Only) non-refundable, shall be taken by BSNL at the time of registration as TIP BSNL.
- 1.5 Agreement under above subject shall be applicable for all kinds of Telecom Services Fixed line, Lease Circuits, Broadband, Leased line, High Speed Internet except Bharat Air Fibre. The work of Bharat Air Fibre will be done by Radio Broadband Service Partners (RBSPs).
- 1.6 The TIPs interested for provision of BB/FTTH Connections on Bharat Air Fibre in Wireless Mode will have to register separately and sign separate agreement as RBSP exclusively for Bharat Air Fibre

- 1.7 The customers availing FTTH/BB Connections with support of TIPs shall be BSNL customers.
- 2.0 **Area of operation:** The registration of TIP will be done for SSA or for Entire Maharashtra Circle as per request of applicant. But the area of operation will be allotted specifically to TIP on basis of his proposal. NO TIP should operate out of area allotted to him. In case of dispute among TIPs about area of Operation, the decision of SSA Head BSNL will be final and binding on TIP.
- 3.0 Promotional offers for provision of FTTH/BB Connections by TIPs:** In its endeavour to increase customer base, BSNL gives promotional offers for provision of FTTH/BB to new customers. **However, before offering it to customer, TIP concerned may check its continuation or validity on day of offering it.**
- 3.1 **For Customers:** For promotions of BSNL FTTH connections, BSNL has waived off the following charges FTTH/BB Connections by TIPs
- i. Installation charges
 - ii. Security deposit for landline/ voice connections.
 - iii. ONT Rentals
 - iv. One month additional free service on payment of advance annual bill.
- 3.2 Additional facilities available to TIPs:**
- 3.2.1 One rent-free VPNOBB connection may be provided to TIPs for monitoring purpose who is having minimum Five OLTs or having less than Five OLTEs but has provided hundred FTTH connections.
- 3.2.2 One Free demo FTTH Connection in FTTH Plan of FMC Rs 675 may be provided for first month for demonstration in the targeted areas where new OLTs have been installed by TIPs which may be extended and same can be extended for one more month depending on expected demand that area.
- 3.2.3 One Free Connection in FTTH Plan of FMC Rs 777 may be provided as an incentive to each TIP in his office who has provided 50 FTTH active connections.
- 3.2.4 Dedicated Nodal officers at each SSA, level exclusively for coordination and support to TIP for FTTH related issues.
- 3.2.5 Dedicated Nodal officers are also available at Circle Office Mumbai exclusively for TIP and FTTH related issues.
- 3.2.6 Dedicated Nodal officers at Circle Office Mumbai have been deputed exclusively for settlement of revenue share of TIPs.
- 3.2.7 Total Technical guidance will be given by BSNL to TIPs through its highly experienced officers and staff.
- 3.2.8 Access to Franchisee Management System (FMS) Portal shall be provided to TIPs. All required update information can be obtained by TIP through FMS Portal.
- 3.2.9 Latest and updated information is also available on BSNL website

4.0 Procedure for registration as TIP BSNL.

4.1 Documents required for registration as TIP BSNL:

- 4.1.1 Stamp Paper of Rs 100.00 purchased on name of owner of Firm or individual willing to be registered as TIP. Appendix-I
- 4.1.2 Demand Draft of Rs 10000.00 (Rupees Ten Thousands) addressed to AO **F&A** % CGMT, BSNL MH Circle Mumbai for Circle level agreement or AO Cash % SSA Head concerned where TIP desired to register as TIP.
- 4.1.3 Demand Draft of Rs 236.00 as Charges for TIP Application Form addressed to AO F & A % CGMT MH Mumbai for Circle level agreement or AO Cash % SSA Head concerned where TIP desired to register as TIP.
- 4.1.4 Affidavit in case of proprietary firm or Partnership deed in case of partnership Firm Appendix-VII
- 4.1.5 Memorandum and Article of Association in case of public/ Private Limited Company.
- 4.1.6 In case of consortium- MOU/Agreement/duly notarised, entered into by JV/consortium members, containing intended percentage participation, nomination of lead member etc.- Appendix-II
- 4.1.7 Authorisation/POA in favour by authorised signatory of the TIP to sign the agreement documents. POA/ authorisation to contain specimen signature, Board resolution in favour of POA/authorised signatory.
- 4.1.8 Trade licence in case of Local Entrepreneurs
- 4.1.9 Application Form as per Appendix –IV
- 4.1.10 Experience Certificate if any (Optional)
- 4.1.11 Educational certificate in case of Graduate/ITI/Matriculate (if applicable)
- 4.1.12 Proposal letter in the prescribed format in Appendix V with proposed Investment on Infrastructure by TIP and revenue share desired by the TIP on basis of investment.
- 4.1.13 NOC Letter from RWA/Builders etc if applicable as in Appendix VI.
- 4.1.14 It is optional to submit Proposal letter, NOC of Builder and detail proposal respectively at the time of registration as New TIP but it is mandatory to submit these documents at the time of actual allotment of work by BSNL and start of work by TIP.
- 4.1.15 The Proposal letter, NOC of Builder and detail proposal respectively needs to be submitted fresh with each new request by TIP for allotment of new/additional area even in same SDCA/SSA.
- 4.1.16 Such fresh request to SSA by TIPs for allotment of new area within will be considered by BSNL on the basis of the performance of TIPs and BSNL reserves right to reject proposal from poor performer TIPs.
- 4.1.17 GST Certificate (if available)

- 4.1.18 Aadhar Card/s
- 4.1.19 Office address proof.
- 4.1.20 PAN Card/s
- 4.1.21 Cancelled cheque

Note: The Xerox copies submitted should be self-attested by the applicant.

4.2 Last date and time of issue of Amendment/ Corrigendum/ Addendum:

The registration of TIPs will be continuous process as per the Requirement of BSNL. The desired Applicants are requested to regularly view the website for any Amendment/ Corrigendum/Addendum.

4.3 Date and time of pre-submission meeting: Any time with Prior Appointment by concerned TIP Nodal Officer of SSA or SSA/BA Head.

4.4 Date and time of submission: Any working day during office hours at designated locations/offices as per 3.5 and 3.6 below.

4.5 Procedure and offices for Submission of Application along with relevant Documents for registration as TIP: The registration of TIPs is continuous process and till the requirement of TIPs is fulfilled in any particular SSA, the prospective TIPs may submit request for Registration as TIP along with all documents either at Circle Office Mumbai or in particular SSA as per his proposal to provide FTTH connections as TIP BSNL.

4.5.1 For Entire Maharashtra Circle: For provision of FTTH Connections throughout Maharashtra Circle i.e. in any of 30 SSA of Maharashtra Circle, prospective TIP will have to submit the application along with relevant documents as above in the office of General Manager S&M CFA ITBP Mumbai at Sixth Floor, B wing, BSNL Admn Bldg, Juhu Road, Santacruz West Mumbai 400054. Email mhcirclejtoftth@gmail.com

4.5.2 For any Particular SSA in Maharashtra Circle: For provision of FTTH Connections in any particular SSA within Maharashtra Circle, the prospective TIP will have to submit the application along with relevant documents as above to TIP Nodal Officer as listed or in the office of SSA Heads as listed below.

4.5.3 SSA wise TIP Nodal Officers Contact Details:

Sr	SSA	Name	Desgn	Mob	Landline
1	Ahmednagar	Shri. Gautam Meena	JAo	9423018324	0241-232630
2	Akola	Smt. K.P. Wankhede	SDE	9422155002	0724-2443300
3	Amravati	Shri A. D. Nandurkar	SDE	8275049655	0721-2560212
4	Aurangabad	Shri. Jayesh Gangale	JTO	9423112077	0240-2478900
5	Beed	Shri. M. U. Kaiwade	JTO	9423774677	02442-232100
6	Bhandara	Shri. V K Titarmare	JTO	9422614399	07184-260079

7	Buldhana	Shri. A S Rajgure	SDE	9422889044	07263-258989
8	Chandrapur	Shri. Nitin Nadamwar	JTO	9422290066	07172-256999
9	Dhule	Shri. J.I. Rafat	JTO	9404972999	02562-241600
10	Gadchiroli	Shri K.T.Kapgate	JTO	9422154999	07132-222000
11	Goa	Shri. S. S. Badgujar	AGM	9403686900	0832-2437526
12	Jalgaon	Shri. Rajesh S Nehete	SDE	9422775499	0257-2237333
13	Jalna	Shri. Sanjay Kasabe	DE	9422225922	02482-243399
14	Kalyan	Shri. M. M. Wadhwani	SDE	9420200044	0251-2209090
15	Kolhapur	Shri. S. G. Joshi	SDE	9421016899	0231-2350200
16	Latur	Shri. V A Patil	SDE	9422468444	02382-255000
17	Nagpur	Shri. Samir Khare	SDE	9422101040	0712-2556744
18	Nanded	Shri. M. Habeeb	JTO	9422941230	02462-295051
19	Nashik	Shri. R. R. Mahajan	SDE	9422769222	0253-2583848
20	Osmanabad	Shri S.N. Narwade	JTO	9423339900	02472-224800
21	Parbhani	Shri. N M Mishra	JTO	9405387997	02452-223901
22	Pune	Shri. Ashish Mishra	JTO	9404078352	020-24435151
23	Raigad	Shri. S.W. Kohadkar	AGM	9423891555	02143-233111
24	Ratnagiri	Shri. S. S. Chavan	JTO	8275657575	02352-226800
25	Sangli	Shri P. R. Deshpande	AGM	9422613350	0233-2623699
26	Satara	Shri. V. S. Jadhav	JTO	9422605742	02162-232044
27	Sindhudurg	Shri. Devwritt Arya	JTO	9403468269	02363-273896
28	Solapur	Shri. P. S. Zingade	JTO	9420700700	0217-2625251
29	Wardha	Shri. H K Chavan	DE	9422922933	07152-252200
30	Yavatmal	Mrs M. A. Khodwe	SDE	9422923535	07232-239552

4.5.4 Address and contact details of SSA/BA Heads:

Sr	SSA	Phone	Fax	Address for Submission
1	Ahmednagar	0241-2341300	0241-2342828	PGMT BSNL Telephone Bhawan, Sahakar Kranti Bldg. Market Yard Compound, 1st floor. Near GPO, Ahmednagar, 414001.
2	Akola	0724-2432000	0724-2430044	GMT BSNL Telephone Exchange Bldg. Old cotton Market, Akola-444001.
3	Amravati	0721-2673067	0721-2671267	GMT BSNL, Khaparde Complex, 4th, Rajkamal Chowk, Amravati-444601.
4	Aurangabad	0240-2350100	0240-2350200	PGM Telecom BSNL, Sanchar Sadan, 11/7, Town Centre, N-5, CIDCO, Aurangabad-431003.
5	Beed	02442-231700	02442-223456	TDM, BSNL, Admn Bldg., Adarsh Nagar, Telecom Complex, DP Road, Sahu Nagar, Beed-431122.

6	Bhandara	07184-259700	07184-254250	TDM, BSNL, Tele. Exchange Bldg., Opp. ST Stand, Bhandara-441904.
7	Buldhana	07263-253700	07263-253466	TDM, BSNL, Telephone Exchange Bldg., Nr. HPO Dist., Buldhana at Khamgaon-444303.
8	Chandrapur	07172-263000	07172-264430	GMT BSNL, Nr District Stadium, Civil Lines, Chandrapur-442401.
9	Dhule	02562-281100	02562-281102	GMT BSNL, Sanchar Vihar, Mohadi, UP Nagar, Dhule-424311.
10	Gadchiroli	07132-222111	07132-222506	TDM, BSNL, Telephone Exchange Bldg., Gadchiroli-442605.
11	Goa	0832-2437500	0832-2437501	PGM ,BSNL EDC Plot No.3,Sanchar Bhavan, Patto Plaza, Panji(Goa)4033001
12	Jalgaon	0257-2234555	0257-2228000	GMT, BSNL, Telephone Bhavan, Jilha Peth, Jalgaon-425001.
13	Jalna	02482-232900	02482-230500	TDM, BSNL, Telephone Bhavan, Near Netaji Statue, Jalna-431203.
14	Kalyan	0251-2305000	0251-2320707	PGMT BSNL, Telephone Bhavan, Kala Talao, Kalyan-421301.
15	Kolhapur	0231-2654200	0231-2657272	GMT BSNL, Telephone Bhavan, Tarabai Park, Kolhapur-416003.
16	Latur	02382-257100	02382-242930	TDM, BSNL, Krishi Utpana Bazar Samitti, Shivaji Market, Latur-413512.
17	Nanded	02462-233600	02462-232901	GMT BSNL, Telephone Bhavan, Collectorate office, Vazirabad ,Nanded-431601
18	Nagpur	0712-2533855	0712-2528844	PGMT BSNL, Telephone Bhavan,'Zero' mile, Civil Lines, Nagpur-440001.
19	Nashik	0253-2578845	0253-2575888	GMT BSNL, Sanchar Bhavan, Vishveshwariah Road, Nasik-422002.
20	Osmanabad	02472-225299	02472-220260	TDM Telecom BSNL, New Admn Bldg., Sanja road, Osmanabad-431401.
21	Parbhani	02452-222200	02452-224900	TDM Telecom BSNL, Telephone Bhavan Station road, Parbhani-431401.
22	Pune	020-244 20122	020-244 23646	PGMT, Sanchar Bhavan, New Admn. Bldg., 2nd floor, Sadhu college Road, Parvati, Pune-411009.
23	Raigad	02143-233900	02143-233900	GMT BSNL, B-11, Sector 13, Panvel District Raigad-410206.
24	Ratnagiri	02352-234200	02352-223551	GMT BSNL, Khare Ghat Road, Near Civil Court, Ratnagiri-415612.
25	Sindhudurg	02363-274000	02363-274780	GMT BSNL, Saliwada, Telephone Exch Bldg., 2nd Floor, Sawantwadi-416510.
26	Sangli	0233-2330000	0233-2323433	GMT BSNL, Telephone Bhavan Near City P.O., Sangli-416 415.
27	Satara	02162-235000	02162-235500	GMT BSNL, Old LIC Building, Palaco Street, Satara-415002.
28	Solapur	0217-2325566	0217-2327777	GMT BSNL, Telephone Bhavan, Ballives, Solapur-413002.
29	Wardha	07152-261000	07152-261041	TDM BSNL, Telephone Exchange Building, Near HPO, Wardha 442001.
30	Yavatmal	07232-244000	07232-243030	TDM BSNL, Telephone Exchange Bldg., Yavatmal -445001.

- 4.5.5 **Request for Expanding area to one more SSA by existing TIPs who are already registered for particular SSA:** In case, any existing TIP for particular SSA whose performance is satisfactory desires to extend his network beyond the present SSA where he is initially registered as TIP, he may apply to concerned Nodal Officer/SSA Head as per details listed at 6.1 and 6.2 above, TIP Nodal Officer of that SSA along with signed copy of TIP agreement, Experience Certificate for Satisfactory working as TIP and Infrastructure provided with BSNL issued by SSA Head where TIP is initially registered. This will be treated as new case of registration as TIP in new SSA, but he/she will be given priority over other such requests.
- 4.5.6 **Request for Expanding area to more than two SSAs by existing TIPs who are already registered for particular SSA:** In case, any existing TIP for particular SSA whose performance is satisfactory desires to extend his network beyond the present SSA where he is initially registered as TIP, and for more than two SSAs simultaneously he may apply to General Manager S&M CFA ITBP Mumbai at Sixth Floor B wing, BSNL Admn Bldg, Juhu Road, Santacruz West Mumbai 400054. Email mhcirclejtoftth@gmail.com as per details listed at 6.1 and 6.2 above, along with signed copy of TIP agreement, Experience Certificate for Satisfactory working as TIP and Infrastructure provided with BSNL issued by SSA Head where TIP is initially registered. This will be treated as new case of registration as TIP for entire Maharashtra Circle or for more than two SSAs simultaneously, and he/she will be given priority over other such requests.
- 5.0 **Approval of registration/Working as TIP BSNL:** After scrutiny of documents submitted along with application for registration as TIP, BSNL will convey its consent to concerned applicant for signing Agreement for completion of registration process. After signing of the TIP Agreement by BSNL and applicant, said TIP will be issued Formal letter for registration /working as TIP BSNL.
- 6.0 TIP will have to sign agreement with BSNL on Stamp Paper of Rs 100/- as per the Standard Format of agreement as per Appendix I.
- 7.0 The Sample Business Cases of Approximate Income by TIPs are given in Appendix X and applicant may go through to get clear idea of this most attractive Revenue Share Business proposal by BSNL.
- 8.0 The willing applicant must download complete application from the BSNL Maharashtra website www.maharashtra.bsnl.co.in/ftth.html and submit duly filled application along with Demand Draft and necessary documents as mentioned in Para 4.0 above, at office of concerned SSA Head for working in respective Districts or at Circle office Mumbai.

Appendix – I

SAMPLE TIP AGREEMENT.

REVENUE SHARE AGREEMENT BETWEEN BSNL AND TELECOM INFRASTRUCTURE PROVIDERS (TIP).

Subject: Revenue Sharing Agreement between BSNL and M/S
.....for providing Connectivity on Fibre To The Home (FTTH)
Optical Fibre / alternate media for Landline and Very High Speed Broad Band (Up to 100
Mbps or more) and Value Added Services like entertainment content through CDN
Services as BSNL Telecom Infrastructure providers (TIPs) on Revenue Share Basis.

THIS Agreement for providing Telecom Services is entered into on thisday, dated of
.....Month 2020 by and between BHARAT SANCHAR NIGAM LIMITED (hereinafter
referred to as “BSNL”), a company incorporated under the Companies Act 1956, having its
Registered Office and Corporate Office at Bharat Sanchar Bhawan, Janpath, New Delhi-
110001, represented by Name Designation Office Address
.....SSA,BSNL Maharashtra Circle.

AND

Name Shri/Smt....., Telecom Infrastructure Provider
(hereinafter referred to as “TIP”) a company incorporated under the Companies Act 1956
/Local Cable TV Network Operator company/ A proprietorship firm registered under laws
of India / Local Resident having its Registered Office /AddressPIN
....., represented by name Shri/Smt

Whereas BSNL is in the business of providing Basic Telephone Services (Landline), Cellular
Mobile Telephone Services (CMTS), Internet and high speed broadband services and
National Long Distance Services (NLDS) in its licensed areas of operation in the
geographical territory of India.

AND the TIP, operating/proposes to operate in the (area/City) of
State. TIP is having objective of providing the telecom services to the people/ Residents/
occupants/ inhabitants of the residential/ commercial complexes as mentioned in his area
of operation.

Whereas BSNL is pursuing this collaborative Model with TIP to provide Broadband and
telecom services to various customers.

Whereas BSNL has approached (TIP) Offering to provide the BSNL
telecom services to the residents of areas of operation, which will be decided specifically
while actual execution of works. (herein after referred to as “Projects in Annexure”) of TIP.

AND Whereas (TIP), in the intention that the residents of the “Projects in Annexure” shall utilize the offer of BSNL, has agreed to the proposal of BSNL based on the terms and conditions contained herein under.

NOW THIS AGREEMENT WITNESSETH AS FOLLOWS:

- 2.0 In consideration of the due observance and performance of all the terms and conditions of this agreement, the BSNL and TIP agree to sign this agreement on nonexclusive and revenue sharing basis as per different Business Models proposed by BSNL to provide the BSNL telecom services.
- 3.0 TIP agrees that the infrastructure provided by BSNL will be utilized exclusively for BSNL telecom services only.
- 4.0 TIP shall ensure the execution of services as per this agreement and continuance of the same by himself or through the future association with any other outside agency, who may continue to maintain the telecom and other services in the residential complex / commercial complex (Projects in Annexure) for the entire agreement period.
- 5.0 **General Responsibilities with BSNL:** In Overall process of provision of the FTTH/Broadband Connections, Lease Circuits and Value Added Services, BSNL will shoulder the following responsibilities.
- 5.1 BSNL shall provide Fibre Connectivity at no direct cost to TIP as a part of this agreement and Revenue Share Model decided mutually. The bandwidth drops will be provided at the spoke locations designated jointly by BSNL and TIP. The Head end will be connected at PSP’s cost to the HUB location (BSNL Exchange) jointly decided by both the parties, this will be subject to feasibility from BSNL’s perspective. In case, incremental bandwidth needs to be infused, the same needs to be conveyed to BSNL by the TIP. The network and the deployment will follow the principles of multi-casting of video content.
- 5.2 BSNL shall be solely responsible for all commercial functions of bill issuing for the telecom services provided to customers under this agreement. The services shall be billed on monthly basis as part of telecom services provided by BSNL.
- 5.3 BSNL shall provide Central Billing & Authentication Platform {AAA server, Subscriber profile repository (LDAP or RDBMS, Policy Manager (SSSC) & Charging Gateway}. Each Subscriber would be authenticated by AAA server of BSNL.
- 5.4 All deposits, levies, including security deposit, installation charges and rentals of CPE /STB /ONT registration amounts as decided by BSNL, shall be billed by BSNL.
- 5.5 BSNL shall govern the Terms and conditions of payments by customers as per rules and guidelines on the subject being in force from time to time. The disconnection and resolution practice from payment defaulters shall be enforced by BSNL.
- 5.6 BSNL will decide the process and method for payment of Revenue share of TIPs.

- 5.7 BSNL will arrange Bill collections facilities at BSNL customer centres as well through its franchisees in that area.
- 5.8 **Technical Support by BSNL:** BSNL will provide all technical support and access to very user friendly Franchisee Management Portal (FMS) with the following prominent features:
- 5.8.1 Hand holding and Technical knowhow shall be provided by BSNL.
 - 5.8.2 Separate username/Password for each TIP for FMS portal
 - 5.8.3 Booking of New connections/Sharing of leads.
 - 5.8.4 Status of pending connections to be provisioned
 - 5.8.5 List of pending faults & faults restored
 - 5.8.6 Monthly revenue share reports
 - 5.8.7 Outstanding details of customers
 - 5.8.8 Details of bills raised to their customers and status of realization
 - 5.8.9 BSNL will facilitate TIPs by extending Technical support in collection of Bills by different payment modes viz. Cash, ECS, Online methods, CBP/FTTH Wallet, DD/Cheque.
 - 5.8.10 Support in Service Provisioning and Encryption Systems as per Regulatory Framework.

6.0 General Responsibilities with Telecom Infrastructure Provider(TIP):

- 6.1 To arrange/provide free of cost Space/room as per requirement for setting up of BSNL Control room hereafter called as OLTE Room, inside the residential commercial complex or as per his convenience for housing the essential telecom equipment of TIP/BSNL with the provisions of free air conditioning and electricity as per site requirement.
- 6.2 To obtain authorization and No Objection Certificate (NOC) from the RWA/Secretary Of Society/ Builder of premises for installing and operating BSNL services as per Appendix-II and shall also submit the details of location/ premises within area of operation along with application as per Appendix-I.
- 6.3 To build/extend and maintain OFC/Cat 5 network inside the residential/commercial complex and interconnection of building through OFC within premises from OLTE room.
- 6.4 To deploy, operate and maintain the OLTEs/G fast and VDSL2 (Vectoring) equipment/ RF Equipment, LAN Switches, Cat-5 cable and all the Telecom Network infrastructure complete from the equipment up to customer premises.
- 6.5 To install and maintain ONT/ONUs/CPEs provided by BSNL or TIP or owned by the customer for provision BSNL services.

- 6.6 TIP will extend Technical support required by the customer in setting up BB/FTTH/LC connections and Value Added Services and its use.
- 6.7 **Maintenance support:**
- 6.7.1 TIP shall provide total support for customer care to BSNL by providing full back-end support to solve all kinds of problems/ queries raised by the customers relating to the BSNL services.
 - 6.7.2 The maintenance of all Equipments from OLTE to Customer Premises supplied either by BSNL or by TIP will be the responsibility of TIP in all type of Business Models.
 - 6.7.3 To provide 24 X 7 maintenance support to BSNL Telecom equipment's viz. OLTE, Battery, Power Plant, ONU/ONT, Splitter/Switches, OFC for keeping FTTH connection functional.
 - 6.7.4 To provide 24 X 7 maintenance support to BSNL Customers required for keeping FTTH/BB/LC and VAS services functional.
 - 6.7.5 To maintain wiring of cable inside the building up to inside the flat/shop and laying of connecting cable network in whole premises.
 - 6.7.6 To provide maintenance support of space / room for OLTE Installation Room.
 - 6.7.7 Maintenance of Electricity/Power supply in OLTE room.
- 6.8 TIP will apply for Power/Electricity Connection required for OLTE and get it established and will make payment of Electricity charges of connections at OLTE rooms.
- 6.9 The Customer bills can be collected by TIPs in the form of ECS, Online methods, CBP/FTTH Wallet, DD/Cheque drawn in favour of Accounts Officer, BSNL Maharashtra Telecom Circle and deposited in BSNL Office without any charges to customers or BSNL. However, commission applicable on collection of bills on prevailing guidelines existing on the subject as the case may can be considered for payment by BSNL.
- 6.10 Content Delivery Network (CDN) Services: In addition to above, TIP may also provide Entertainment and other video content or Content Delivery Network Services (CDN) through BSNL network on revenue share basis. The revenue share to BSNL for such services shall be 40% and revenue share to TIP shall be 60%. For CDN services the issue and collection of bills shall be the sole responsibility of the concerned TIP.
- 6.11 Promotion and Marketing of services: TIP shall pro-actively market the BSNL Telecom services educating the customer on the usage/ benefits of the service & BSNL tariff plans etc in consultation with BSNL.
- 6.12 The TIP shall setup his office/ contact centre within one months of registration.
- 6.13 Customer Acquisition, marketing of BSNL services, identification, and enrolment of prospective BSNL customers shall be done by TIP.

6.14 Compliance to all mandatory Government of India regulations and security guidelines and providing information to Law Enforcement Agency (LEA) etc. will be responsibility of TIP. The detail information as required by BSNL for ultimate compliance shall also be provided by TIP.

6.15 The TIP shall comply with all applicable laws, byelaws, rules, regulations, orders, directions and notifications etc as per Law of the land and of Government/ Court/ Tribunals as may be required from time and co-operate with BSNL in meeting the requirement of the mandatory Government of India regulations and security guidelines and providing information to Law Enforcement Agency (LEA)

6.16 Any other activity/ies necessary for the successful implementation/ provisioning of the Telecom services.

7.0 Undertakings by TIP:

7.1 TIP agrees to undertake all the works at its own cost and nothing shall be paid by BSNL except the agreed revenue share.

7.2 TIP agrees not to utilise BSNL network or its property including stores, plants and equipments for any other purpose than that, which is mentioned in this agreement.

7.3 TIP agrees to follow all the guidelines/rules/regulations of Govt. Of India/ DOT, ensure compliance of TRAI parameters, which include provision of service connections, restoration of faults etc.

7.4 TIP agrees to ensure collection of “Know Your Customer” (KYC) documents as per DOT/TRAI/TERM cell guidelines, along with signed Customer Application Form (CAF) by each of BSNL customers.

7.5 TIP agrees to verify the copies of document collected from the customer against the originals, attest the CAF related documents and affix the seal of TIP with date and name of signatory.

7.6 TIP agrees to collect all commercial documents viz. Customer Application Form (CAF) etc. will hand over the duly filled in CAF in hard and soft copy under acknowledgement to BSNL either to TIP Nodal Officer or to Commercial Officer as may be decided by concerned SSA/BA Head.

7.7 TIP agrees that he shall regularly ensure that all new connections are provided within 24 hours of the issue of advice note by BSNL.

7.8 TIP agrees that if he proposes to install OLTE in BSNL premises as per Business Model Case IV, he/she will pay:

7.8.1 One time charges of Rs.5000/- in advance (Non-refundable).

7.8.2 Annual charges for use of BSNL infrastructure Rs.20,000/- for X & Y class cities and Rs.10,000/- for C Class cities to be collected in advance as yearly or quarterly basis i.e. Rs.5000/- and Rs.2500/- per quarter respectively depending

upon the class of cities. These advance charges are applicable from second quarter and the charges of first quarter shall be waived off completely.

7.8.3 The Infrastructure charges as per clause 7.8.2 shall be waived off depending upon the following conditions:

- a. 100% waive off if realized revenue to BSNL is more than 4.0 lakhs after deducting all taxes.
- b. 75% waive off of realized revenue to BSNL in a year is more than three lakhs after deducting all taxes.
- c. 50% waive off if realized revenue to BSNL in a year more than two lakhs after deducting all taxes.
- d. 25% waive off if realized revenue to BSNL is in a year more than one lakh after deducting all taxes.
- e. The minimum period of hiring shall be one year.

7.9 TIP agrees that in case there is any delay in payment of Electricity bills from BSNL for any reason, in such cases to avoid inconvenience to the esteemed customers, TIP shall make payment of Electricity Charges of BSNL OLTEs. The said amount will be reimbursed on recommendations of TIP Nodal Office/SSA Head in consecutive month revenue share to be paid by BSNL.

7.10 TIP agrees to supply and Install compatible customer premises equipment to the customer directly if it is to be supplied by TIP as per conditions of Business Model.

7.11 The maintenance of the CPE and Post sale obligation in respect of CPE shall rest with TIP, and TIP may charge reasonable amount as per market conditions towards the Cost of CPE directly to customer with the intimation to BSNL. In case of any dispute, the decision of BSNL shall be final and binding.

7.12 However, for CPEs billed through BSNL to Govt. Institutions and Central/ State Government PSU, BSNL shall retain 10% as collection margin on the realized amount. BSNL shall pass-on remaining 90% amount to the TIP against monthly invoices raised by TIP, after deduction of statutory levies/ license fee, etc. as applicable.

7.13 Any further post sale obligation in respect of CPE shall rest with the TIP or with respective OEM and not with BSNL. All network devices to be provided by TIP shall be approved for use by BSNL or its Authorised Representative

7.14 TIP or his representatives/employees shall not charge any money from the customers for any work or any supply of stores other than that as mentioned in Para 7.11 above. Any such action will be treated as fraudulent activity.

- 7.15 The complaint against TIP or his representative for such fraudulent activity from the any customer regarding such collection of unauthorised money will be investigated by BSNL by nominating suitable Officer.
- 7.16 In case TIP is found guilty, BSNL will take suitable action against TIP for recovery of such illegally collected amount from his/her due revenue share and on repetition of such actions by TIP or his representatives, his registration as TIP will be cancelled by forfeiting the investment he /she has made with BSNL.
- 7.17 TIP agrees to maintain the packages and Tariff Plans of BSNL as it is, while serving BSNL customers and shall not offer any plan or tariff other than prescribed and decided by BSNL.
- 7.18 TIP agrees not to provide any additional services other than those contained within the scope of this agreement to the customers of BSNL either free or for a cost through the BSNL network laid for the above purpose without the written approval of BSNL.
- 7.19 TIP agrees to abide by all security measures applied by BSNL for safety of the BSNL, TIP and customer equipment's and safety of network. Undertaking as per BBNW letter CGMT/MH/BB/FTTH/MSO Corr/19-20/64 dated 18/03/2020 should be given by TIP.
- 7.20 TIP agrees to comply with all Acceptance and Testing guidelines of BSNL before integration of OLTEs as per prevailing and updated norms laid by BSNL and regulatory authorities.
- 7.21 TIP agrees to take responsibility of maintenance and Housekeeping works in OLTE Room.
- 7.22 TIP agrees to provide rent-free space/accommodation or to make rent payment for OLTE room if required.
- 7.23 TIP agrees to sign Addendum to the existing agreement for new clauses if any.
- 7.24 **Non-Disclosure agreement:** TIP agrees to sign the non-disclosure agreement in prescribed format.
- 7.25 TIP agrees to maintain the following targets in maintenance of FTTH/BB Connections.

Sr	Operational Parameters	Broadband	FTTH
a.	Fault Rate Less than or equal to	4%	2%
b.	Fault Clearance within 24 hours Less than or equal to	80%	80%
c.	Repeat Fault Rate Less than or equal to	4%	2%
d.	Provisioning Rate within three days	80%	80%
e.	MTRR Less than or equal to	8 Hours	8 Hours

8.0 Business Model Specific Responsibilities of BSNL and TIPs: The General responsibilities on part of BSNL and on part of TIPs are elaborated respectively

under clause 5.0 and 6.0 above. However, depending on the different Revenue Share Models, there will be specific responsibilities on part of BSNL as well as TIP and model wise responsibilities of BSNL and TIPs are elaborated as follows.

Sr No	Business Model	Revenue Share and Model Specific Responsibilities by	
		BSNL	TIP
1.	Case I	<ul style="list-style-type: none"> a. Revenue Share: 92% b. Supply, Installation and Maintenance of OLTE. c. Provision and Maintenance of OFC Backhaul from BSNL Pick up point/Point of Presence (PoP) to OLTE. d. Supply of Stores required for FTTH/BB Connections. i.e. four fibre(4F)/ low count Fibre, Splitters/ Switches ONTs/ONUs etc. 	<ul style="list-style-type: none"> a. Revenue Share: 08% b. Provision and maintenance of FTTH/BB Connections including Laying and maintenance of four fibre (4F)/low count fibre from OLTE to Customer Premises and interconnection of buildings. c. Installation and Maintenance of ONT/ONU supplied by BSNL
2.	Case II	<ul style="list-style-type: none"> a. Revenue Share:80% b. Supply, Installation and Maintenance of OLTE and maintenance of backhaul from BSNL Point of Presence (PoP) to OLTE. c. Supply of Stores like ONTs/ ONUs 	<ul style="list-style-type: none"> a. Revenue Share:20% b. Provision and maintenance of FTTH/BB Connections including Laying and maintenance of four fibre (4F)/low count fibre from OLTE to Customer Premises. It also includes interconnection of buildings. c. Supply of all stores i.e. Four fibre (4F)/ low count fibre, Splitters/ Switches, etc required for providing FTTH connections. d. Installation and Maintenance of ONT/ONUs supplied by BSNL.
3.	Case II A	<ul style="list-style-type: none"> a. Revenue Share: 75% b. Supply, Installation and Maintenance of OLTE. c. Supply of ONTs/ ONUs 	<ul style="list-style-type: none"> a. Revenue Share: 25% b. Provision and maintenance of FTTH/BB Connections. c. Supply, installation including laying/wiring and Maintenance of 4F/ low count Fibre. It also includes interconnection of buildings. d. Laying and Maintenance of OFC Backhaul from BSNL pickup point/ Point of Presence (PoP) to OLTE e. Installation and Maintenance of ONT/ONU supplied by BSNL
4.	Case III	<ul style="list-style-type: none"> a. Revenue Share:75% b. Supply, Installation and Maintenance of OLTE. c. Provision and Maintenance of OFC Backhaul from BSNL pick up point/Point of 	<ul style="list-style-type: none"> a. Revenue Share:25% b. Provision and maintenance of FTTH/BB Connections. c. Supply, installation including laying/wiring and maintenance of four fibre (4F)/ low count Fibre, d. Supply, Installation and Maintenance of

		Presence (PoP) to OLTE.	Splitters/ Switches, ONTs/ONUs required for providing FTTH connections.
5.	Case III A	a. Revenue Share:70% b. Supply, Installation and Maintenance of OLTE.	a. Revenue Share:30% b. Provision and maintenance of FTTH/BB Connections. c. Supply, Installation including laying/wiring and Maintenance of Four Fibre (4F)/ low count Fibre, Splitters/ Switches, ONTs/ONUs etc. and all other stores required for providing FTTH connections. d. Laying and Maintenance of OFC Backhaul from BSNL pickup point/ Point of Presence (PoP) up to OLTE. e. Installation and Maintenance of ONTs/ONUs
6.	Case IV	a. Revenue Share:60% b. Provision and Maintenance of OFC Backhaul from BSNL pick up point/Point of Presence (PoP) to OLTE	a. Revenue Share:40% b. Provision and maintenance of FTTH/BB Connections including laying of 4F/low count fibre and interconnection of buildings. c. Supply, Installation and Maintenance of OLTE. d. Supply of all required Stores required for FTTH/BB connections i.e. 4F /low count Fibre, Splitters/ Switches, ONTs/ONUs etc. e. Installation and Maintenance of ONTs/ONUs
		a. Revenue Share:50%	a. Revenue share: 50% b. Provision and maintenance of FTTH/BB Connections including laying of 4F/low count fibre and interconnection of buildings c. Supply, Installation and Maintenance of OLTE. f. Supply of all Stores required for FTTH/BB Connections i.e. 4F/ low count Fibre, Splitters/ Switches, ONTs/ONUs etc. g. Laying and Maintenance of OFC Backhaul from BSNL pick up point/ Point of Presence (PoP) to OLTE. h. Installation and Maintenance of ONTs/ONUs
7.	Case V	a. Revenue Share: 90% or more b. All FTTH/BB Connections provided by BSNL from the respective OLTE	a. Revenue Share: up to 10% b. Maintenance of low count fibre from OLTE to Customer Premises. c. Complete Maintenance of BSNL provided ONT/ONU including replacement of faulty ONT/ONUs, splitters, switches, cables etc.

9.0 Revenue Share by TIP and BSNL for FTTH/BB, LC and VAS services:

9.1 **For FTTH and Broad Connections:** The various business models will be as follows and revenue share percentage for TIP shall vary from minimum 8% to maximum 50 % under respective models.

9.2 **Revenue Share for Provision and Maintenance of BB/FTTH Connections by TIPs:** BSNL is offering following Revenue Share Business Models depending on the investment proposed by TIP

Sr	Business Model	Revenue Share		Responsibilities with					
		BSNL	TIP	Maintenance	Low Count Fibre	Splitters/ Switches	ONTs/ ONUs	OLTs	Backhaul up to OLT
1.	Case I	92%	8%	TIP	BSNL	BSNL	BSNL	BSNL	BSNL
2.	Case II	80%	20%	TIP	TIP	TIP	BSNL	BSNL	BSNL
3.	Case II A	75%	25%	TIP	TIP	TIP	BSNL	BSNL	TIP
4.	Case III	75%	25%	TIP	TIP	TIP	TIP	BSNL	BSNL
5.	Case III A	70%	30%	TIP	TIP	TIP	TIP	BSNL	TIP
6.	Case IV	60%	40%	TIP	TIP	TIP	TIP	TIP	BSNL
		50%	50%	TIP	TIP	TIP	TIP	TIP	TIP
7.	Case V	92%	8%	TIP	BSNL	BSNL	BSNL	BSNL	BSNL

Note:

- This table shows the revenue and responsibilities of BSNL and TIP under Business Model in short and detail responsibilities under each Model on part of BSNL and on part of TIP are as per clause 9.0 above.
- Business Model Case-I is available only for TIPs registered before 01/05/2020 and new TIPs will be offered Business Model 2 to 7 above.

9.3 **Revenue Share for Provision and Maintenance of leased lines by TIPs:** TIPs will provide the local lead of BSNL Lease Circuits on fibre /radio/Modem/ Minilink under Business Model Case IV or any other Business Model i.e. Case II/IIA/III/ IIIA. The TIPs will get following fixed revenue share for provision and maintenance of Lease Circuits depending on its bandwidth.

Sr	Bandwidth	Fixed Monthly Revenue Share of TIPs
1.	Up to 50 Mbps	Rs 600.00
2.	51 Mbps to 100 Mbps	Rs 1000.00
3.	101 Mbps to 499 Mbps	Rs 2000.00
4.	500 Mbps to 999 Mbps	Rs 3000.00
5.	One Gbps and above	Rs 4000.00

If customer premises, falls within 500 Mtrs of the location of OLTE then TIP will provide local lead on fibre/radio Modem/minilink.

9.4 Revenue Share for Provision and Maintenance of VAS (Value Added Services)

by TIPs: For value added service (VAS), which are being offered by BSNL in partnership with other VAS providers, TIP shall get a revenue share equal to 20% of his agreed share of revenue for voice and broadband services as above.

Illustration (1): for revenue share for VAS service to TIP: Suppose X % is the agreed revenue share for TIP, then the share that can be paid VAS service for TIP is 20% of X % i.e. 10% (Ten Per cent) in the instant case, which is 20% of 50%.

The revenue share for VAS service shall be paid on the net amount after deducting all statutory taxes and levies like license fee, taxes, Rebate and Cost paid to VAS providers etc from the amount billed for VAS service.

Illustration (2): Suppose the monthly Amount billed for VAS service is 'A'. The net amount on which revenue share shall be paid for VAS service is "A minus Taxes, Rebate, Licence fee, Levies, Cost paid to VAS provider" (A -(Taxes + Rebate+ levies + licence fee + Cost paid to VAS provider))"

There shall be no payment other than the revenue share to be paid to the TIP. All cost incurred on account of above is part of revenue share and shall not be charged extra from BSNL by TIP.

9.5 For Delivery of Linear Video Content: The revenue share to BSNL shall be 40% excluding taxes, service charges etc.

10.0 Revenue share payment process committee

10.1 All the customers falling under the purview of this agreement shall be identified separately and the revenue share may be paid to the TIP as per the terms & conditions of this agreement for such customers.

10.2 The payment of revenue share to the TIP will be made by BSNL by 28th of the following month in which the revenue is actually realized.

10.3 The payment of revenue share shall be made to the TIP after the deduction of applicable statutory levies which includes license fees payable by BSNL and/ or taxes applicable from time to time and necessary rebate granted to customer for faulty service from the revenues realized on account of provision of telecom services under the agreement.

10.4 All such taxes / levies and deductions shall be a pass-through item and shall be billed to and collected from the customers and paid to the respective statutory bodies by BSNL, except such cases where liabilities arise on account of claims raised by concerned authorities in a post-facto manner, wherein such liability shall be shared in the same ratio as the revenue share for the respective services.

10.5 Any discrepancy found would be mutually discussed and resolved. Balance of payments arising due to any reason shall be adjusted in future payments by BSNL.

10.6 In case the TIP utilises dark fibre of BSNL, the revenue share accrued to BSNL shall be reviewed after one year. The annual accrued revenue share to BSNL shall

not be less than Rs 20000/ per KM (Annual) of the OFC network in use by TIP for CDN service. Therefore, it shall be in the interest of TIP to ensure faster rollout of the CDN services.

- 10.7 Revenue sharing will be on overall realized revenue excluding taxes, license fee and rebate if any granted to customer (i.e. including Fixed Monthly Charges rental (FMC rental) and Usage excluding taxes, license fee and necessary rebate for faulty service.

11.0 Tariff for various BSNL services: Tariff for various BSNL services except CDN services to be offered through BSNL network to the customers shall be decided by BSNL. BSNL will keep TIPs updated about different Tariff plans offered by BSNL for BB/FTTH customers. BSNL updates the tariffs regularly on its website www.bsnl.co.in and TIPs are advised to visit the site regularly or at least before offering any plan to the prospective BSNL customer.

12.0 Issuing of monthly Bills to Customers:

- 12.1 BSNL shall be solely responsible for all commercial functions of bill issuing for the telecom services provided to customers under this agreement. The services shall be billed on monthly basis as part of telecom services provided by BSNL.
- 12.2 The bills will be raised (through email or SMS on Mobile) directly to the concerned customers. If requested by TIP, the access for duplicate Bills of the customers from his/her OLTE will be given by BSNL.
- 12.3 BSNL shall provide Central Billing & Authentication Platform {AAA server, Subscriber profile repository (LDAP or RDBMS, Policy Manager (SSSC) & Charging Gateway}. Each Subscriber would be authenticated by AAA server of BSNL.
- 12.4 All deposits, levies, including security deposit, installation charges and rentals of CPE /STB /ONT registration amounts as decided by BSNL, shall be billed by BSNL.
- 12.5 BSNL will facilitate TIPs by extending support in collection of Bills by different payment modes viz. Cash, ECS, Online methods, CBP/FTTH Wallet, DD/Cheque.
- 12.6 Terms and conditions of payments by customers shall be governed by BSNL's rules from time to time. The disconnection and resolution practice from payment defaulters shall be enforced by BSNL.
- 12.7 The revenue Share payable to TIPs will be paid by BSNL only after realisation of billed monthly amount from the Customers and it will be decided case to case basis for individual customers. As such, TIPs shall collect the Bill amount within prescribed bill dates for all subscribers so that Revenue share is released by BSNL to TIP in time.
- 12.8 **Billing System for CDN Service:** The cable Television norms for billing the end subscriber and linking the same to service provisioning through set-top boxes has been established under TRAI and MIB rules. The listing of active STBs (Set Top

boxes) is generated every 7 days and this forms the basis of payment to broadcasters, LCOs (Local Cable operators) and charging to the end subscribers. CDN (Content Delivery Network) being a Business to Business (B2B) service will be billed to LCOs but linked to the same database accessed from the subscriber management system (SMS) approved by TRAI and other auditing bodies. BSNL would be provided read-only access to the online SMS-cum-billing platform. Further, TIP would provide auditor's certificate on the invoicing raised by it on the LCO to whom CDN services are provided. BSNL revenue share will be based on the CDN fees billed by TIP to the LCOs on the basis of active STBs during any month. BSNL will receive 40% share of the CDN service fees excluding Taxes, Service Charges etc.

13.0 Content Delivery Network (CDN) Services: In addition to above, TIP may also provide Entertainment and other video content or Content Delivery Network Services (CDN) through BSNL network on revenue share basis. The revenue share to BSNL for such services shall be 40% and revenue share to TIP shall be 60%. The details are as follows:

13.1 TIP Responsibilities: TIP will be obliged to undertake the below mentioned works at its own cost and nothing shall be paid by BSNL except the agreed revenue share:

13.1.1 Aggregating Content from Broadcasters and Others with all incidental Legal obligations to ensure strict compliance with IP and redistribution Laws in force. BSNL would have no liability on content account since it would be providing only the connectivity.

13.1.2 Trans modulating the Content from Satellite into Video over IP.

13.1.3 Infusing the Content into BSNL Fibre Network at pre-designated Points convenient and feasible to BSNL

13.1.4 Installing Distribution and Trans modulation Devices at multiple locations at its own cost

13.1.5 Installing Billing System linked to Service Provisioning and Encryption Systems as per Regulatory Framework.

13.1.6 **Billing System for CDN Service:** The cable Television norms for billing the end subscriber and linking the same to service provisioning through set-top boxes has been established under TRAI and MIB rules. The listing of active STBs (Set Top boxes) is generated every 7 days and this forms the basis of payment to broadcasters, LCOs (Local Cable operators) and charging to the end subscribers. CDN (Content Delivery Network) being a Business to Business (B2B) service will be billed to LCOs but linked to the same database accessed from the subscriber management system (SMS) approved by TRAI

and other auditing bodies. BSNL would be provided read-only access to the online SMS-cum-billing platform. Further, TIP would provide auditor's certificate on the invoicing raised by it on the LCO to whom CDN services are provided. BSNL revenue share will be based on the CDN fees billed by TIP to the LCOs on the basis of active STBs during any month. BSNL will receive 40% share of the CDN service fees excluding Taxes, Service Charges etc.

13.2 For Delivery of Linear Video Content: This Service is for existing as well as new TIPs (Telecom Infrastructure Providers). The revenue share to BSNL shall be 40% excluding taxes, service charges etc and as per details mentioned in para 12.8 above.

14.0 Procedure for Payment of Revenue Share of TIPs: Payment of Revenue share of TIPs will be made by centralized Nodal Office at Mumbai on monthly basis with following procedure. .

14.1 TIPs to send monthly invoice for Revenue share claim by 7th of every Month on e-mail id mhmsopayment@gmail.com

14.2 This will be previous to previous Month bills (For example for May-2020 bills, paid by customers in June 2020 to be claimed in July-2020)

14.3 These invoices can be generated from FMS Portal. The same can be printed & scan copy with signature needs to be sent on above mail-id. Original needs to be sent by post to AGM(Broadband) 1st Floor, A Wing, BSNL Admin Building, Juhu Road, Santacruz (W) Mumbai-54

14.4 All received Invoices will be processed and direct bank account payments will be done by 20th of every month.

14.5 It will be paid directly through RTGS in bank accounts of TIPs.

15.0 General Conditions:

15.1 This agreement is applicable for all kinds of telecom services (fixed, wireless, Broadband etc) being offered presently and in future also.

15.2 This agreement is a confidential document. The TIP shall not divulge any part of the agreement either through oral or written communication or through any other mode to any third party.

15.3 This agreement shall not be amended or modified or altered or changed in any way except in writing and duly executed by the authorized representatives of each party.

15.4 This agreement shall be binding upon all respective successors of the parties.

16.0 Key Performance Indicators (KPIs) for TIPs:

16.1 The TIP has to achieve the following Key Performance Indicators in provisioning and maintenance of FTTH/BB Connections.

Sr	Operational Parameters	BB	FTTH
a.	Fault Rate Less than or equal to	4%	2%
b.	Fault Clearance within 24 hours Less than or equal to	80%	80%
c.	Repeat Fault Rate Less than or equal to	4%	2%
d.	Provisioning Rate within three days	80%	80%
e.	MTRR Less than or equal to	8 Hours	8 Hours

16.2 Provision of FTTH/BB: Provision of 80% of FTTH/BB Connections to the customers shall be done within three days of generation and making over of Order Book (OB) by BSNL to TIP and left out cases should be provisioned within seven days. All FTTH/BB connections are to be provided before completion seven days from issuing OB.

16.3 Minimum FTTH Connections by TIP in a Calendar month: It is desired that the TIP shall give minimum Ten FTTH connections per month or part thereof till OLT is loaded up to 80% of its capacity. The Performance of TIP shall be reviewed every three months from the date of signing agreement.

16.4 Mean Time To Repair (MTRR): MTRR will be calculated from registration of fault by customers or made over of fault to TIP by BSNL for the faults in the part of network owned & maintained by TIP. For any fault made over to TIP after 1700 hours, the period from 8 PM to 8 AM next day will not be counted while counting the period for MTRR. The failure due to back haul failure maintained by BSNL will be excluded from the time of total fault.

16.5 Fault Clearance in 24 hours: More than 80% of the faults booked shall be cleared within 24 hours and no fault should be pending for more than 48 hours.

17.0 Penalties on failure on part of TIPs in achieving Targets of KPIs: The following Penalties will be imposed on TIPs in case of failure on part of TIPs in achieving KPIs Targets.

17.1 Failure of TIP continuously for three months, to provide minimum Ten connections, BSNL will initiate action against TIP for termination of contract and cancelation of TIP agreement.

17.2 In case of failure to provide 80% of FTTH/BB connections within three days from issuing OB, penalty at rate of Rs 10 per day per connection will be imposed on maximum for 30 days i.e. maximum Rs 300 per connection and same will be deducted from monthly invoice of TIPs.

17.3 In case of failure to clear 80% faults in 24 hours, penalty of 0.2% of invoice value for each 1% of slippage will be imposed upon to TIPs.

17.4 In case of failure to maintain MTRR less than or equal to Eight Hours, penalty of 0.3% of invoice value for each hour of slippage (rounded off) will be imposed upon to TIPs.

- 17.5 Total penalties for network maintenance shall be capped at 15% of invoice value of the total invoice.
- 17.6 Any delay due to natural calamity or any other conditions beyond control of BSNL or vendor (as a force majeure case) shall be excluded by ITPC after receiving the approval of BA head prior to generation of Performa Invoice.
- 18.0 **Period of agreement:** This agreement shall be valid initially for a period of Five Years from the date of signing and is renewable thereafter on similar/ mutually agreed terms and conditions for a further period of 5 years.
- 19.0 **Termination of the agreement:** This agreement may be terminated by, giving one month's notice to TIP.
- 19.1 Failure to Commission the equipment and /or execution of the work at all by the TIP within three months from signing of the agreement
- 19.2 Failure to perform any other obligation/s under the contract: and
- 19.3 Equipment does not perform satisfactory in the field in accordance with the specifications.
- 19.4 Repeated Failure to meet the KPIs as per clause 16.0 continuously for three months.
- 19.5 Agreement may also be terminated by mutual, written consent of the both parties by giving three months' notice. On termination of agreement, the customers shall continue to use the Telecom Services of BSNL, through commissioned equipment under the contract.
- 20.0 **Sub Contract:** The TIP shall notify BSNL all subcontract awarded under these contract if already specified during signing of the agreement. Such notification shall not relieve the TIP from any liability or obligation under the contract.
- 21.0 **EMS:**
- 21.1 Under Model IV, TIP shall provide, install and operate only those OLTs for which EMS has been installed by the OEM. No bandwidth and Colocation charges shall be levied by BSNL for EMS servers.
- 21.2 EMS shall be tested during the integration with BSNL network. EMS shall manage both OLT and ONTs. The interconnection of a disaster recover EMS with main EMS and its manual switch over shall be tested during the testing.
- 21.3 Further, open protocol shall be supplied as the North bound interface along with suitable network interface and software in the EMS.
- 21.4 The format for the reporting from EMS shall be finalized by BSNL.
- 21.5 The EMS shall be installed by TIP in coordination with BSNL.
- 22.0 **Severability:** Should TRAI / DoT declare any part of this agreement unenforceable through direction / order / regulation or if terms of license of BSNL are changed

through any amendment or order of the Government, the parties will cooperate and take all appropriate steps to amend, modify or alter this agreement

23.0 **Compliance of laws:** BSNL and TIP shall perform their duties in strict compliance with all applicable laws in India along with rules and regulations of the duly constituted Govt. authorities in India and shall obtain all licenses, restrictions or other approval, if any, required by laws in India in connection with the services to be rendered hereunder. Further, service provided to the customers shall be subject to Indian Telegraph Act 1885, TRAI directions and tariff circulars issued by BSNL Corporate Office.

24.0 **Indemnification:** TIP agrees to protect, defend, indemnify and hold harmless BSNL and its employees, officers, directors, agents or representatives from and against any and all liabilities, damages, fines, penalties and costs (including legal costs and disbursements) arising from or relating to:

- a. Any breach of any statute, regulation, direction, orders or standards from any governmental body, agency, telecommunications operator or regulator applicable to such party; “or”
- b. Any breach of the terms and conditions in this agreement by the TIP.

25.0 **Relationship:** Each party understands that it is an independently owned business entity and this agreement does not make it, its employees, associates or agents as employees, agents or legal representatives of the other party for any purpose whatsoever. Neither party has express or implied right or authority to assume or to undertake any obligation in respect of or on behalf of or in the name of the other party or to bind the other party in any manner. In case, any party, its employees, associates or agents hold out as employees, agents, or legal representatives of the other party, the former party shall forthwith upon demand make good any / all loss, cost, damage including consequential loss, suffered by the other party on this account.

26.0 **ARBITRATION**

26.1 In the event of any question, dispute or difference arising under this agreement or in connection therewith (except as to the matters, the decision to which is specifically provided under this agreement), the same shall be referred to the sole arbitration of the CGM, BSNL or in case his designation is changed or his office is abolished, then in such cases to the sole arbitration of the officer for the time being entrusted (whether in addition to his own duties or otherwise) with the functions of the CGM, BSNL or by whatever designation such an officer may be called (hereinafter referred to as the said officer), and if the CGM or the said officer is unable or unwilling to act as such, then to the sole arbitration of some other

person appointed by the CGM or the said officer. The agreement to appoint an arbitrator will be in accordance with the Arbitration and Conciliation Act 1996 and amendment thereof.

26.2 There will be no objection to any such appointment on the ground that the arbitrator is a Government Servant or that he has to deal with the matter to which the agreement relates or that in the course of his duties as a Government Servant he has expressed his views on all or any of the matters in dispute. The award of the arbitrator shall be final and binding on both the parties to the agreement. In the event of such an arbitrator to whom the matter is originally referred, being transferred or vacating his office or being unable to act for any reason whatsoever, the CGM, BSNL or the said officer shall appoint another person to act as an arbitrator in accordance with terms of the agreement and the person so appointed shall be entitled to proceed from the stage at which it was left out by his predecessors.

26.3 The venue of the arbitration proceeding shall be the office of the CGM BSNL, Maharashtra or such other places as the arbitrator may decide.

27.0 **Continuing Obligation:** Any rights and obligations under this AGREEMENT that by their nature extend beyond the terms of this AGREEMENT shall survive any expiration or termination of the AGREEMENT and shall remain in effect until complete performance thereof has occurred.

28.0 **Successors:** The AGREEMENT shall be binding upon and insure to the benefit of Parties and their respective heirs, successors, permits assigns and representatives.

29.0 **Waiver:** No waiver, delay, indulgence or failure to act by either party regarding any particular default of omission by the other shall affect or impair any rights or remedies that or any subsequent default or omission that are expressly waived in writing.

30.0 **Force Majeure:** Both parties should be excused and not be held responsible for performance of its obligations under this agreement in the event of force majeure circumstance like civil commotion, fire, tempest, earth quake, terrorist action, war, floods, any action or order by government, delay in grant of permission by any authority and/ or any act of God or other event of like nature either party on becoming aware of such event shall inform the other party in writing of such force majeure event within three days from the date of occurring such force majeure event. If the force majeure event continues for more than fifteen days, an emergency meeting shall be called between BSNL and TIP to take note of the situation and to take further necessary action.

31.0 **Set Off:** Any sum of money due and payable to TIP (including security deposit refundable to him) under this contract may be appropriated by the BSNL or any

other person(s) contracting through the BSNL and set off the same against any claim of the BSNL or such other person or person(s) for payment of a sum of money arising out of this contract or under any other contract made by the TIP with the BSNL or such other person(s) contracting through the BSNL.

32.0 **Court Jurisdiction:** Where a contractor has not agreed to arbitration, the dispute/claims arising out of the Contract/PO entered with him shall be subject to the jurisdiction of the Competent Court at the place from where Contract/PO has been issued. Accordingly, a stipulation shall be made in the contract as “This Contract/PO is subject to jurisdiction of Court in that particular District where agreement is signed.

IN WITNESS WHEREOF the Parties here so have caused this agreement to be duly executed on the date above written.

Witnesses from BSNL:

Sr	Name and Address	Mobile No	Signature
1			
2			

Witnesses for TIP:

Sr	Name and Address	Mobile No	Signature
1			
2			

Appendix – II

Information to be submitted by TIP/Applicant

1. General information about TIP (Telecom Infrastructure Provider) /Applicant

a.	Applicant's legal Name :	
b.	Legal status of TIP/ Applicant's Sole Proprietorship Firm/ Partnership firm/Private Limited company/ Public Limited company/ Joint Venture/ Consortium (Please Tick one)(Enclose supporting documents)	
c..	In case of JV/consortium Legal name of each partner with Percentage participation, (Also provide information of each member in separate sheets.)	
d.	Lead member of JV/ consortium	
e.	Applicant's legal address in India Telephone Numbers/ Fax numbers for communication	
f.	Applicant's Authorised Signatory i. Name: ii. Designation: iii. Address: iv. Contact No.	
g.	Authorized representative of applicant i. Name: ii. Designation: iii. Address: iv. Contact No:	

JV / Consortium Member information:

A. Member-1: JV/Consortium Member's Legal Name

a.	Legal status of Member: Sole Proprietorship, Private Limited Company, Public Limited Company (Tick one)	
b.	Members Country of Constitution	
c.	Members legal address	

d.	Telephone Numbers/ Fax numbers E-Mail Address	
	Members Authorized Signatory i. Name: ii. Designation iii. Address iv. Contact No	

B. Member-2: JV/Consortium Member's Legal Name

a.	Legal status of Member: Sole Proprietorship, Private Limited Company, Public Limited Company (Tick one)	
b.	Members Country of Constitution	
c.	Members legal address	
d.	Telephone Numbers/ Fax numbers E-Mail Address	
	Members Authorized Signatory i. Name: ii. Designation iii. Address iv. Contact No	

3. PAN No. of Applicant/TIP (Each Member in case of JV/consortium):.....
.....

4. VAT/Service Tax/ GST Registration No of Applicant/TIP (Each members in case of JV/consortium):

5. AADHAR Card No of applicant/ TIP (Each members in case of JV/consortium :

6. Registration Fee of Rs 10,000/- in form of Demand Draft drawn in favour of AO Cash BSNL,.....SSA , towards due observance of agreement provisions.

7. Demand Draft for Rs. 236/- (including **taxes**), **drawn in favour of AO (CASH), BSNL,****towards cost of application documents.**

- 8. Documents establishing the experience** of Telecom Infrastructure Providers / Local Cable TV Operator should be submitted by the applicant.
- 9. Affidavit on stamp paper duly attested by Notary for having engaged, experience of respective profession** as per Appendix-IV.

Note: All the above information must be supported by documentary evidence.

Thanks with regards,

Date:

Place:

Signature of TIP

Name:

Address:

Email-id:

Mobile No.

Appendix III

List of Documents required for TIP registration

1. Demand Draft of Rs 10000.00 (Rupees Ten Thousands) addressed to AO F&A % CGMT MH Mumbai for Circle level agreement or AO Cash % SSA Head concerned where TIP desired to register as TIP.
2. Demand Draft of Rs 236.00 as Charges for TIP Application Form addressed to AO F& A % CGMT MH Mumbai for Circle level agreement or AO Cash % SSA Head concerned where TIP desired to register as TIP.
3. Experience Certificate if any (Optional)
4. Educational certificate in case of Graduate/ITI/Matriculate (if available)
5. Affidavit in case of proprietary firm or Partnership deed in case of partnership Firm
6. Memorandum and Article of Association in case of public/ Private Limited Company.
7. In case of consortium- MOU/Agreement/duly notarised, entered into by JV/consortium members, containing intended percentage participation, nomination of lead member etc.
8. Authorisation/POA in favour by authorised signatory of the TIP to sign the agreement documents. POA/ authorisation to contain specimen signature, Board resolution in favour of POA/authorised signatory.
9. Trade licence in case of Local Entrepreneurs/ Shop Act licence
10. Proposal letter in the prescribed format as per Appendix II.
11. NOC Letter from RWA/Builders etc if applicable as per Appendix II.
12. Detail Proposal with proposed Investment on Infrastructure by TIP and revenue share desired by the TIP on basis of investment.
13. GST Certificate (if available)
14. Aadhar Card/s
15. Office address proof.
16. PAN Card/s
17. Cancelled cheque

Note:

It is optional to submit Proposal letter, NOC of Builder and detail proposal, GST Registration Certificate at the time of registration as New TIP but it is mandatory to submit these documents at the time of actual allotment of work by BSNL and start of work by TIP. The GST certificate needs to be submitted by TIP before submission of any GST claim by TIP.

Appendix IV

Application for registration as TIP BSNL (TIP Letter head)

To,

The Principal General Manager /General Manager /Telecom District Manager
Bharat Sanchar Nigam Limited
.....SSA.

Sub: Request /application for registration as TIP BSNL.

R/Sir,

I Shri. /Smt. Owner/Partner/Proprietor of M/S
..... has gone through the terms and conditions of for
registration as Telecom Infrastructure provider (TIP) in BSNL.

I am interested to work with BSNL for provision and Maintenance of FTTH/BB
Connections ,Lease Circuits and Value Added Services of BSNL in SSA / entire
Maharashtra Circle by required investment on my part. I hereby assure to submit all
documents required by BSNL for registration as TIP BSNL.

Kindly consider my request for registration as TIB BSNL and give be opportunity to
work with BSNL on revenue Share basis.

Thanks with regards,

Date:

Place:

Signature of applicant:

Name:

Address:

Email-id:

Mobile No.

Appendix V
Proposal Letter by TIP
(TIP Letter head)

To,

The Principal General Manager /General Manager /Telecom District Manager
Bharat Sanchar Nigam Limited
.....SSA.

**Sub: Request for BSNL connectivity under revenue share agreement at commercial/
residential location/Area.**

R/Sir,

We propose to provide the telecom infrastructure/services for below mentioned locations for providing the telecom voice & data services to the individual customers by utilizing our resources under revenue share basis. We request for BSNL's Connectivity at this prestigious Residential/Commercial Project to provide the BSNL voice & data connections. The details are as below:

1	Name of location/ scheme	
2	Address:	
3	Type of Location	(Residential or Commercial):
4	No of Blocks:	
5	No of Units/Offices:	
6	Type of internal telecom infrastructure:	
7	Present Status	
8	Expected connections	Minimum: Maximum:
9	Revenue Share Model	

Further as discussed, we are ready to provide the free space & free electricity for installation of BSNL telecom equipment. The No Objection Certificate (NOC) addressed to BSNL from the builder/society is also attached to process our case under revenue share arrangement. It is requested to do needful on urgent basis.

Thanks and regards,

Date:

Place:

Signature of TIP

Name:

Address:

Email ID:

Mobile No.

Note: Kindly enclose approved layout PLAN drawing of the complex/projects in Annexure.

Appendix: VI

NOC Letter from RWA/Society/Builder

(RWA/Society / Builder Letter Head)

No Objection Certificate /Authorization letter

To,

.....
.....
.....

Sub: Authorization Letter to M/S for providing and maintaining the internal telecom network and providing BSNL telecom services.

Dear Sir,

This is to inform you that M/s..... represented by Shri / Smt.to install, maintain & operate the telecom services in our premises i.e.

M/s..... provide telecom services with its tie up with Telecom Company BSNL. We allow them to use ducts/infrastructure/space and permit them to provide or utilize the internal telecom network by maintaining the aesthetics and originality of the building for telecom services.

This letter may be considered as NO OBJECTION CERTIFICATE for providing BSNL telecom services to the occupants/residents of the above mentioned schemes through M/s_____.

Thanking You.

Date:

Place: Signature of Secretary/Builder

Name:

Address:

Email ID

Mobile No_

Appendix – VII

Affidavit for Proprietor Firm

(In Rs.100 Stamp Paper)

I Shri.(Name of Proprietor / TIP/ Authorised Signatory) Age
..... Years residing at

..... hereby certify that I have been engaged in the profession
of providing services as Local Television Service Provider and internet service provider
since last years. I am doing the business on the name of firm
.....and its office is at address
..... I am the sole proprietor of the above said firm.

Signature of Applicant

Authorised signatory

Date:

Appendix VIII

Undertaking for Revenue Share Acceptance

(TIP Letter Head)

To,
The General Manager,
Bharat Sanchar Nigam Limited,
..... SSA.

Sub: Undertaking for Revenue Share Acceptance

R/Sir,

I Shri.(Name of Proprietor/ TIP/ Authorised Signatory) Age Years hereby confirm that I have gone through the different Business Models of Revenue Share Offered by BSNL.

I am registered TIP BSNL vide Number..... I have already installed OLTE at and provided FTTH and BB Connections under Revenue Share Model

Now, I propose to install new OLTE at under Revenue Share Business Model.....

OR

I propose to maintain BSNL FTTH/ Broadband connections under Revenue Share Business Model Case V in..... Exchange Area of SSA.

I have submitted details proposal for same vide letter dated .../.../2020. Kindly accept my request and grant me permission for provision and Maintenance of FTTH, Broadband and Lease Circuits as above.

Thanking You,

Signature of TIP:

Date:

Name:

Firm and Address

Email-id:

Mobile No:

Appendix – IX

Details for Implementation of GST

(TIP Letter head)

To,

The General Manager,

Bharat Sanchar Nigam Limited, SSA.

Sub: Submission of Contractor Details for Implementation of GST

In accordance to the letter No-1004-01/2017-18/Taxation/BSNL/GST Instruction/2188 Dated 22.4.2017 from DGM (Taxation) Corporate Office New Delhi, the details are given below.

1. Name of the Contractor/Agency:
2. Owner Name :
3. Type of Vendor (registered/unregistered):
4. State Wise Registration Address :
(In case vendor has presence in multiple state)
5. PAN No :
6. State of Registration along with Pin Code. :
7. GISTIN No :
8. Status of Vendor (i.e. SEZ EOU, DTA, Govt.):
9. List of Goods & Services Provided by Vendor :
10. HSN Code for Goods/SAC for Services Supplied
GST Compliance rating (Optional) :
11. Whether Supply is Exempted/Non-Taxable :
12. Whether Reverse Charge Scheme applicable :
13. Whether Compounding Scheme applicable :
(In Case Purchase is from Dealer under composition scheme GST Cost will be inbuilt in Supply and vendor will not be charged GST separately.
14. Whether TDS applicable (Yes/No) :
15. Email address of Vendor :
16. Owner Phone/Mobile No. :

Place: Proprietor Name & Sign

Date:

Stamp

APPENDIX-X

Sample Business Cases of Approximate Income by TIPs

Business scenario –I

Assumptions

1. Cost of OLTs is taken as per standard BSNL tender rate (CAPEX detail attached)
2. Average connections of five OLTs are taken from 400 to 1200.
3. Three month rollout time has been taken for providing above connections.
4. Interest @10% is charged on taking long term loans for 48 months for CAPEX for OLTs splitters, cable etc.
5. Four persons shall be engaged with total expenditure Rs. 55000/- per month on salaries for Installations/Operation/Maintenance/Bill collections etc.
6. 10% of CAPEX cost has been taken annually for AMC/ Mtce. Cost/others misc. expenditure.
7. ARPU is taken Rs. 800/- despite availability of popular FTTH plan 1277.
8. Channel partner revenue share has been taken as 40%.

Revenue status per month by TIP/MSO/LCO/RWA/Builder(40% revenue share)								
Type case	No. of FTTH Conn	AR PU	Revenue in billing cycle(BSNL + Channel partner)	Revenue share for channel partner (40%)	Fix Cost			Net revenue per month
					Monthl y OPEX Cost	EMI for CAPEX cost spreading over 48 months	Total	
	A	B	C=A*B	D=C*40%	E	F	G=E+F	H=D-G
No profit i.e. breakeven point	483	800	386400	154560	74061	80295	154356	204
Increase by 100 connections	583	800	466400	186560	74061	80295	154356	32204
With increase in connections by 100 Nos, revenue increase by Rs. 32,000/- PM								

Conclusion: FTTH channel partner can start earning minimum profit of Rs. 32000/- per month on every 100 connections beyond 483 connections only. However case showing as per business scenario-II can reduce 483 connections to just 286 connections.

I. Business case for FTTH channel partners:
(Type of cost: Fix cost up to 1200 connections)

Sr.	Description	Quantity	Rate per unit Rs.	Total basic amount Rs.
A.	Material/Stores:			
1	OLT 8 port (In Nos.)	5	152788	763940
2	ONTs (In Nos.) May be recovered from customer	1200	2021	Born by Customer
3	Splitter (Nos.)			
a	01:04	40	426	17040
b	01:08	30	593	17790
c	01:16	20	1108	22160
d	01:32	10	1645	16450
4	4F/2F OFC (40 to 50 Mtrs per conn) in Mtrs	50000	12	600000
5	Drop cable (20 Mtrs per conn.) (In Mtrs)	20000	10	200000
6	12F (Distribution purpose) (In Mtrs)	3000	20	60000
7	Fibre DP(WSC)(Nos.)	40	2000	80000
8	Patch chord(Nos.)	2500	80	200000
9	Connection plate(Nos.)	1000	50	50000
10	Splicing machine Nos.	1	150000	150000
11	OTDR (Nos.)	1	70000	70000
12	Power meter(Nos.)	1	5000	5000
13	Laptop(Nos.)	1	35000	35000
	Total of Material/ Stores			2287380
B	Labour			
1	Overhead Laying(Mtrs.)	53000	12	636000+
2	Termination charge	1000	0	0
3	Splicing charge	2000	0	0
4	Pillar DP erection(Nos.)	40	1500	60000
	Total Labour			696000
	Grand total(A+B)			2983380
C.	OPEX Monthly			
1.	Person for field	2	15000	30000
2.	1 Person for Help Desk	1	10000	10000
3.	Person for Maintenance	1	15000	15000

4.	Misc. expenditure 10 AMC/fault/others		19061.5	19061.5
	Total monthly OPEX			74061.5
D.	CAPEX + Labour(Total)			2983380
	Total 48 month interest @10% on CAPEX			648599
	3 month rollout for OPEX		222184.5	222184.5
	Total cost(CAPEX, Labour, interest @ 10% annually for 48 month plus 3 month rollout)			3854163.5
	EMI Amount			80295.07

II. Business scenario case-II

1. Additional target linked incentives up to 10% revenue share to channel partners over & above 40%, (CAPEX detail attached).
2. OLTs cost may be taken Rs. 100,000 on direct purchase from market.
3. ARPU is taken Rs. 1000/- (availability of popular FTTH plan 1277).
4. Own money is invested and interest on FD is taken as 7.5%.

Revenue status per month by TIP (50% revenue share)								
Type case	No. of FTTH Conn	ARPU	Revenue in billing cycle(BS NL+ Channel partner)	Revenue share for channel partner (50%)	Fix Cost			Net revenue per month
					Monthly OPEX Cost	EMI for CAPEX cost over 48 months	Total	
	A	B	C=A*B	D=C*50%	E	F	G=E+F	H=D-G
No profit i.e. breakeven point	285	1000	285000	142500	71862	70246	142108	392
Increase by 100 conns	385	1000	385000	192500	71862	70246	142108	50392
With increase in connections by 100 Nos, revenue increase by Rs. 50,000/- PM								

***Conclusion: Thus with this model, FTTH channel partner will earn as much as Rs. 50,000/- Month per 100 connections beyond 285 connections.**

III. Business case for FTTH channel partners:

(Type of cost: Fix cost up to 1200 connections)

Sr.	Description	Quantity	Rate per unit Rs.	Total basic amount Rs.
A.	Material			
1	OLT 8 port nos.	5	100000	500000
2	ONTs (Nos.) May be recovered from customer	1200	2021	Born by Customer
3	Splitter (Nos.)			

a	01:04	40	426	17040
b	01:08	30	593	17790
c	01:16	20	1108	22160
d	01:32	10	1645	16450
4	4F/2F cable (40 to 50 mtrs per conn.) (Mtrs)	50000	12	600000
5	Drop cable (20mtr per conn.) (Mtrs.)	20000	10	200000
6	12F (Distribution purpose) (Mtrs.)	3000	20	60000
7	Fibre DP(WSC)(Nos.)	40	2000	80000
8	Patch chord(Nos.)	2500	80	200000
9	Connection plate(Nos.)	1000	50	50000
10	Splicing machine Nos.	1	150000	150000
11	OTDR (Nos.)	1	70000	70000
12	Power meter(Nos.)	1	5000	5000
13	Laptop(Nos.)	1	35000	35000
	Total			2023440
B.	Labour			
1	Overhead Laying(Mtrs.)	53000	12	636000
2	Termination charge	1000	0	0
3	Splicing charge	2000	0	0
4	Pillar DP erection(Nos.)	40	1500	60000
	Total			696000
	Grand total A+B			2719440
C.	OPEX Monthly			
1.	Person for field	2	15000	30000
2.	1 Person for Help Desk	1	10000	10000
3.	Person for Mtce.	1	15000	15000
4.	Misc. expenditure 10AMC/fault/others MISC		16862	16862
5.	Total monthly OPEX			71862
	CAPEX + Labour(Total)			2719440
4	Summary			
a	Total 48 month interest @10% on CAPEX			436788
b	3 month rollout for OPEX		215586	215586
c	Total cost(CAPEX + Labour+ interest 10% annually for 48 month + 3 month rollout)			3371814
d	EMI Amount			70246.13

APPENDIX-XI

Format of letter to be addressed to RWA/Building Society

To,

The President/Secretary

_____ -

Subject: Installation of optical fibre cable network for providing High Speed Bharat Fibre Connections (FTTH) at your resident society premises.

Dear Sir/Madam,

Bharat Sanchar Nigam Ltd, India's leading Telecom Company intends to provide High Speed Bharat Fibre Connections (FTTH) at your resident society premises. Your kind permission is requested for installation of Optical Fibre cable network at your building premises for making one of the leading Housing Societies/ Building Projects in India to get Bharat Fiber, an Ultra-Fast Broadband Service. This shall provide the Residents, an experience of high speed internet that we in India have never experienced before. Bharat Fiber in its uniqueness offers an amazing Customer experience with ultrafast broadband speeds at very competitive prices. Your Residents would be able to live stream their favourite TV shows, download Ultra HD movies, songs and upload photos and videos instantly. For the booking and installation works, BSNL has authorized Shri_____ (Name of TIP), Representative of M/s_____ (Name & Address of Firm)

You shall also have an option to become a **Fully Digital Society/ Projects** with High Speed Wi-Fi connectivity & CCTV cameras in common areas, club houses and gardens at a nominal cost.

Thanking you.

Yours Sincerely,

TIP Nodal Officer

% PGM/GM SSA.

Copy to M/Sat, Telecom Infrastructure Provider (TIP) BSNL for kind information and with directions to pursue this permission further.

Appendix-XII

Format of letter to Builders/RWA etc

To,

M/s _____,

Dear Sir,

At the outset, I would like to thank you from the bottoms of my heart for the valuable time spared by you during our visit to your office on -----.

Sir, I am pleased to invite you on behalf of BSNL, to be our partner, in making one of the first Housing Societies/ Building Projects in India to get Bharat Fibre, an Ultra-Fast Broadband Service. You can provide through this partnership, an opportunity for your prospective Residents, an experience of high speed internet that we in India have never experienced before. Bharat Fibre in its uniqueness, offer an amazing Customer experience with ultrafast broadband speeds at very competitive prices. Your Residents would be able to live stream their favourite TV shows, download Ultra HD movies, songs and upload photos and videos instantly.

BSNL's Unique offer:

1. To make your project one of the first Societies/ Projects in India to get the **Next Generation Ultra-Fast Broadband Network** since its inception. This shall add novelty to your project.
2. **Seamless access to Ultra-Fast and Broadband connectivity** at par with the best in the world will make residents proud and happy.
3. Have an option to become a **Fully Digital Society/ Projects** with High Speed Wi-Fi connectivity & CCTV cameras in common areas, club houses and gardens at a nominal cost.
4. Earn revenue share up to 40% on a long term for each FTTH connections you provide to the residents in partnership with BSNL.
5. **Process:** The highlights of Project Report in brief is enclosed as 'Annexure I'. BSNL shall provide Optical Fibre connectivity/ bandwidth at the door of your Society, from where you can install OLTEs and provide FTTH connections and maintain it on a revenue share either directly or through our partners on mutually agreed terms and conditions. Apart from (FTTH) connections, BSNL shall extend following facilities to the Society having 100 or more FTTH connections on mutually agreed terms and conditions.
 - a. Wi Fi hotspots in common areas viz. Gym, Parks, Swimming Pool, Community Hall, etc.

b. CCTV cameras at the entrance gate and key locations in the Society.

We will be happy to address all your queries. Please reach out to our representative at email _____ and at my Mobile No _____.

The Business proposal by BSNL: For providing FTTH (Fibre to the Home) connections on revenue share basis in the Building Project.

1. Revenue share per connection is 40% per month.
2. OLTs cost may be taken Rs.100, 000 on direct purchase from Market.
3. ARPU is taken is Rs.1, 000/- (availability of popular FTTH plan 1277).
4. Own money is invested and interest on FD is taken as 7.5%.

Revenue status per month by TIP/MSO/LCO/RWA/Builder (50% Revenue share)								
					Fix cost			Net revenue per month
Type case	No. of FTTH conn.	ARPU (Average Revenue Per User)	Revenue in Billing Cycle (BSNL + Channel partner)	Revenue Share for Channel partner (50%)	Monthly op ex cost	EMI for capex cost spreading over 48 months	Total	
	A	B	C= A+B	D= C*50	E	F	G=E+F	H=D-G
No profit i.e. breakeven point	285	1000	285000	142500	71862	70246	142108	392
Increase by 100 connection	385	1000	385000	192500	71862	70246	142108	50392
With increase in connection by 100 nos., revenue increase Rs.50,000/- p.m.								

Thus with this model, FTTH Channel Partner (Builder/ Resident Welfare Association RWA) can earn as much as Rs.50,000/- per Month per 100 connections beyond 285 connections.

- **Note:** The installation and maintenance could be done by the Builders/ RWA themselves through their vendors. Handholding shall be done by BSNL.

Eagerly waiting to hear from you. With Best Wishes for the festive season.

Yours Sincerely,

TIP Nodal Officer
% PGM/GM SSA.