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**भारत संचार निगम लिमिटेड**  
(भारत सरकार का उद्यम)  
**BHARAT SANCHAR NIGAM LIMITED**  
(A Government of India Enterprise)

**राजेश वधवा**

निदेशक (सी०एफ०ए०)

**Rajesh Wadhwa**

Director (CFA)

D.O. No. 64-71/2008-BB (Kiosk)

Dated the 4<sup>th</sup> October 2011

Dear Shri.....,

Kindly refer to Broadband cell letter dated 9<sup>th</sup> September 2010 wherein the draft EOI was circulated for setting up of broadband Kiosks on franchisee based model. The terms and conditions of the draft EOI was suggestive in nature and CGMs of circles were authorized to make changes in the EOI as per their local requirement. However some circles are still asking for approval for modification/ changes in the EOI from BSNL CO. Subsequently, reminders were also issued vide letter Nos. 64-17/09-BB- Vol. -III dated 04-01-2011, dated 12.07.2011 and dated 1.08.2011. Many Circles have not floated/finalized the EOI yet.

As you are aware, there is an agreement with USOF Administrator to provide minimum of 10% kiosk (i.e. at least one kiosk in each SDCA) by the end of the 2nd year of signing of the Agreement and 100% kiosk (i.e. one Kiosk per DSLAM,) by the end of the fifth year of the Agreement and not meeting of which will invite penalties with accountability to be fixed. Also, every kiosk opened brings handsome revenue by way of USOF subsidy. Therefore, all circles are hereby mandated to ensure that a minimum of 30% of rural exchanges should be provided with Broadband kiosk by this year end. It is also hoped that at least one kiosk per TEN DLSAMs, ensuring geographical distribution with at least one kiosk in each SDCA as per agreement with USOF would have been provided by Jan 2011, to avoid penalty from USOF Administrator.

BSNL management has taken a serious note of not floating /finalizing EOI and accountability will need to be fixed for it and also for not achieving the targets set for the Kiosk installations under USOF scheme.

Therefore, it is suggested that personal attention of CGM may be given to quickly finalize the Kiosk EOI. The plan of action in this regard may be submitted to Broadband cell within 7 days positively.

With best wishes,

Yours sincerely,

(Rajesh Wadhwa)

Shri.....  
Chief General Manager,  
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Bharat Sanchar Nigam Ltd.  
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