

Network Planning-Broadband  
BSNL CO, Bharat Sanchar Bhawan  
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भारत संचार निगम लिमिटेड  
(भारत सरकार का उपक्रम)  
**BHARAT SANCHAR NIGAM LIMITED**  
(A Govt. of India Enterprise)

No.64-160/10-BBVAS

Dated 14/07/2011

To  
Chief General Managers  
(All Telecom Circles/Districts)

**Sub-** Agreement between BSNL & M/s Greycells18 Media Ltd. for providing “**Topper**” Educational Video Learning Service to BSNL broadband customers.

BSNL has signed an agreement with M/s Greycells18 Media Ltd. on 02/06/2011 for providing “**Topper**” Educational Video Learning Service to BSNL landline broadband customers. Copy of agreement is enclosed for ready reference. The salient points are as follows:

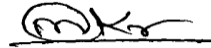
1. Agreement with M/s Greycells18 Media Ltd. is valid for a period of six months with provision of extension for one year based on the performance of six months.
2. In addition to other statutory levies and/or taxes, license fee @ 6% of AGR (adjusted gross revenue) shall be deducted from the total revenue generated out of service to account for the license fee paid by BSNL to Govt. of India. The balance amount would be shared in the ratio of 67.5% to BSNL & 32.5 % to M/s Greycells18 Media Ltd.
3. Maharashtra circle is designated as nodal circle for this service & they will handle all requirements from M/s Greycells18 including clearing their bills (based on revenue share). Addl. GM (N/WP&D) CFA, Maharashtra Circle, Sh. A.K. Jha (Contact no. 022-26604399, Mob. No. 09422528999) would be the nodal officer from BSNL side.
4. **Tariff of Topper Service** (For six months only):
  - a. **Monthly subscription:** Rs. 150/- for each class from IX to XII for following subjects:

(For class IX & X- Physics, Chemistry, Biology & Mathematics)  
(For class XI & XII- Physics, Chemistry & Mathematics)
  - b. Data download of topper service would not be counted in total download count of BSNL broadband customer.

5. The server of M/s Greycells18 would be installed at NOC Bangalore & integrated with BSL broadband network.

The concerned Circles Broadband coordinators are requested to coordinate with M/s Greycells18 Media Ltd. for early rollout of Educational Video Learning services. The contact person of M/s Greycells18 Media Ltd. is Mr. Sunil Khanna (Mob. No. 09811067907).

This is issued with the approval of competent authority.



(Manoj Kumar)  
DM (VAS)

D/A- As above.

Copy to-

1. Dir (CFA) - for kind information please.
2. CGM (ITPC) for ensuring that billing in CDR & DOTSOFT is done on billing feed file.
3. CGM (BBNW) to ensure that server is properly integrated with our system.
4. M/s Greycells18 Media Ltd. for information & n/a please.