



No. 1-1/2012-R&C [CFA]

Dated: 05-09-2012

Circular R&C-CFA No. 23/11-12

Subject: Introduction of promotional schemes for selected category of prospective VVoBB customers in North and West zones for a period of 90 days - reg.

Approval of the Competent Authority is hereby conveyed for introduction of concessional schemes to the existing customers belonging to (i) **Government institutions and PSUs, including connections working at residences of officers/ public servants** (ii) **Gold and Platinum customers, who opt for VVoBB service during promotional offer period of 90 days, as follows:**

- 1) Waiver of activation charge (one time) Rs. 250/- and monthly Service charges for PVC and IP, i.e. total of Rs. 150/- on Basic plan in North and West zones for a period of 90 days months.
- 2) End-device charges at reduced monthly rates, as per attached **annexure-A**.
- 3) Security deposit for device (refundable) equivalent to reduced monthly device charges of initial 5 months. **For government institutions, such security deposit shall be waived off completely.**
- 4) Free video calling up to 30 minutes during the period of 14 days. If customer decides not to continue within 14 days of installation, he/she can surrender VVoBB connection and return the device. No device charges shall be billed in such cases.
- 5) M/s SIS shall be responsible to provide billing data of monthly service charges & IP charges chargeable after promotional period of 90 days regularly.
- 6) Domestic SIP to SIP Call Charges (video & non-video) shall be applicable as prescribed vide letter **No. 1-1/2009-R&C [CFA] Dated 17-02-2012 Circular R&C-CFA No. 58/11-12.** & International Call charges (non-video) shall be at rates applicable for BSNL general landline, as decided by Competent Authority vide this office letter **No. 1-1/2012-R&C [CFA] Dated 31-08-2012 (Circular No. 21/12-13).**
- 7) All regulatory requirements may be complied with while implementing the above tariff.
- 8) Monthly report regarding Revenue trend analysis of the VVoBB service and net benefit to BSNL after revenue share to franchisee may be submitted regularly to T&C-CFA and NWP-BB (CFA) branch of Corporate Office electronically at tcfa.bsnl@gmail.com and tcfa.hq@bsnl.co.in respectively.
- 9) Circular is issued based on the approval of Competent Authority in NWP-BB file No. 64-44/09-Broadband/SIS (Pt-3). For any clarification/correspondence, in this regard, matter may be taken up with BB-VAS-CFA Section, BSNL Corporate Office, Janpath, New Delhi-110001 (Tel. No. 011-23766814 and Fax No. 011-23730392).

(S. L.Meena)
AGM (T&C)-CFA

To

The CGMT, North & West zone circles [Haryana/ Himachal Pradesh/ J&K/ Punjab/ Rajasthan/UP (East)/ UP (West)/ Uttrakhand/ Gujarat/ Maharashtra/ Madhya Pradesh/Chattisgarh].

Copy for information to: -

- 1) CMD, BSNL.
- 2) Directors (CFA / CM / ENT / HR / FIN) on BSNLs Board.
- 3) PGM Regulation for information to TRAI.
- 4) Sr.GM BBVAS-CFA, CO BSNL w.r.t case mark: 64-44/09-Broadband/SIS (Pt-3), carrying the approval of the Competent Authority in the matter. It is requested that necessary action may be taken regarding website updation.
- 5) CGM (ITPC), Pune.
- 6) Director General P&T audit, Delhi-110 054.
- 7) Guard File.



(S.S.Verma)
DM (T&C)-CFA

Annexure-A:

Reduced monthly device charges:

VVoBB device model	Existing monthly charges (exclusive of VAT/ service Tax)	Reduced monthly charges (exclusive of VAT/ service Tax)
Video Phones		
Vfone 43M	745	495
Vfone 70TM	1245	895
Vfone 70TMP	1435	995
Vfone 102TL	1745	1245
IP Cameras		
Camera IPS-101	745	395

1. Customer can opt for any mix of multiple devices on single connectivity for shared usage.
2. Customer shall have option to own the device by down-payment of monthly charges of initial 20 months, or procure it from market.



(S. L.Meena)
AGM (T&C)-CFA