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

No.64-106/ S&M-CFA (Pt-I)

Dated: 29/07/2010

To-

**The Chief General Managers,
All the Telecom Circles/ Territorial Districts.**

Subject: Clarification regarding regional demarcation for CFA franchisee.

Ref: Our letter No. 64-106/ S&M CFA/ 2010 dated 31.05.2010

Draft EOI alongwith instructions to be followed by the field units duly approved by the competent authority was uploaded vide above-mentioned reference letter. Some field units have raised certain queries/ clarifications regarding the EOI to be floated. The issues raised have been examined in this office and their clarification is as below-

1. Issue-

Circles have sought clarification regarding basis on which SSAs have been categorized and number of franchisee eligible for each SSA has been arrived at. Many circles have sought permission for increasing the number of franchisee as permitted in the instruction. Some circles want to change the regional demarcation as defined in the instruction attached along with EOI.

Clarification-

It is clarified in this regard that the EOI circulated is suggestive and circles can modify terms and conditions of the EOI as per their needs. However, the SSA's categorization has been done with a view to ensure financial viability of the Franchisee. The number of franchisees required in each SSA and their category has been arrived at after taking into account various financial parameters of SSA such as- existing landline/ broadband connections, growth in the landline/broadband connections, computer penetration in the area, literacy rate of the area etc. Hence the total number of franchisees may be altered from that indicated in the instruction attached with the EOI only after examining its Financial viability.

2. Issue-

As per H (a) total marks for experience of the firm is 20 and for turnover is 15. But as per I (a &b) total marks for experience of firm is 25 and for turnover is 10. Can total marks for experience of firm be taken 20 and for turnover 15 at I (a &b) respectively?

Clarification-

Yes, total marks for experience of firm be taken as 20 and for turnover as 15 at I (a &b) in the EOI respectively. The Total marks as indicated in the heading of I (a &b) of the EOI may be changed accordingly.

3. Issue-

As per section A(1) office space is to be ensured within 15 days of LOI for award of CFA franchisee ship. But marks of space are to be given during evaluation of bids.

Clarification:-

Marks are to be awarded after examining the suitability of the space proposed to be made available by the bidder within 15 days of the award of LOI.

4. Issue-

Is the bidder belonging to out of state or circle not eligible to bid for CFA franchisee ship?

Clarification:

The bidder belonging to outside circles are also eligible. But the bidder belonging to circle/ SSA shall be given preferential treatment in evaluation in accordance with clause I(c).

5. Issue-

Whether EOI document can be accepted by post/courier?

Clarification-

Bid may be sent by registered post or delivered in person on the address mentioned by the circle. The responsibility for ensuring that bids are delivered in time would rest entirely with the bidder. Section (A) (6) of the EOI may be changed accordingly.



**(Ankur Sharma)
DM (S&M) CFA**