



No. 27-9/2010-SM-CM (Pt.-III)

Date: 08.07.2010

To,

The Chief General Managers
All Telecom Circles/Districts
BSNL

SUB: - Clarification regarding Franchisee S&D Policy-2009

First phase of EOI for franchisee-ship under S&D Policy-2009 has been completed in many of the circles and under process in some of the circles. Second phase of EOI has also been floated in few Telecom circles. But very poor participation is being observed in various telecom circles.

It has been observed that in the Eols of the second phase, powers to relax various eligibility conditions, as provided in the para 'F' of the policy, has not been exercised by the Circle heads.

It is requested to incorporate the provision of reduction of class of franchisee territories and relaxing the eligibility criteria up-to 50% as contained in the **para 'F'** of the franchisee policy while floating the subsequent Eols by the Circle heads.

In addition following is clarified to facilitate the selection committee members to decide upon the Eol received:


- i. The requirement of office in "Commercial area" does not require to be situated at primary locations. Only it is to be confirmed that there is sufficient space as per policy so that Sanchar-soft terminal may be installed and inventory may be stored. For this purpose existing shop/working space of bidder may also be allowed.
- ii. For counting the experience, if there is a gap in the experience then it may be ensured that the bidder must possess requisite experience within max. previous five years. For example if as per eligibility criteria three year of experience is required then it should be within previous five years (i.e. zone of consideration of time period is requisite experience+ two years)
- iii. All the bidder may be given an opportunity to clarify/submit missing/supporting document even after the EOI is opened, by providing equal opportunities to all the bidders, accordingly EOIs may be customized by the circles.
- iii. Required turnover is to be counted as per the balance sheet.



- iv. Check-list for bidder/application as given in suggestive EoI is a comprehensive but not complete list. Bidders may be asked to submit only required document as per local conditions.

In view of above it may be ensured that all the vacant territories may be filled up latest by 30.09.10 as communicated vide this office letter no. 27-9/2010-SM-CM (Pt.-III) dated 28.06.2010.

This has been issued with the approval of Dir (CM) BSNL.


(Upendra Bakolia)
DGM (Sales & Mktg.-CM)