

No. 27-9 /2009-SM-CM (Pt.-II)

Date: 19.02.2010

To.

The Chief General Managers,  
All Telecom Circles/ Districts  
BSNL

**Subject: Clarification regarding Franchisee Sales and Distribution Policy 2009 and EOI document.**

Kindly refer this office letter no. 27-9/2009-SM-CM (Pt.-II) dated 01.01.2010 regarding Franchisee Sales and Distribution Policy 2009 and EOI document, some discrepancies have been pointed out by field units, in this regard following is clarified –

1. On page 6 of 44 in the Eligibility requirement the Turn Over of last two financial years is to be required this may be read along with all clauses dealing with Turn Over in the Eoi.
2. On page 6 of 44 in the Eligibility requirement the in the Experience section for telecom experience all the channel partners of telecom operators having direct agreement with the telecom operators, like DSAs of BSNL etc. are also eligible. only if they prefer to work for BSNL exclusively. For this they have to give undertaking.
3. Clause L 'Selection criteria for franchisee ship' on page no. 16 of 44, following is inserted  
L (d) Average of Turn Over of last two financial years is to be taken for awarding marks.
4. Annexure –J in para declaration on page 43 of 44

The word appearing 'COUNTRY' has to read as 'CIRCLE'.



(Upendra Bakolia)  
DGM (sales&Mktg-CM)