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

BSNLCO-NPBB/11(13)/2/2020-NWP-BB-BSNL_CO

Dated 19.09.2022


To,
The Chief General Managers
All Telecom Circles/Metro District

Subject: Regarding infrastructure charges for installation of OLTs at BSNL premises for channel partners (Builders/RWAs/TIPs) under business model-IV A working on revenue share basis-reg.

Ref: i. Letter no. 253/2017/NWP-BB/FTTH dated 16.11.2018.
ii. Letter No. 64-253/2018/NWP-BB/FTTH dated 14.02.2019.
iii. Letter No. BSNLCO-NPBB/11(13)/2/2020-NWP-BB-BSNL_CO dated 28.07.2021.
iv. Letter No. BSNLCO-NPBB/11(13)/3/2020-NWP-BB dated 29.08.2022.
v. J&K Circle Letter No. CFA/NWP/Service/FTTH/2021-22 dated 18.08.2022.

1. Some Circles have requested to clarify whether the TIP Vendor are exempted for infrastructure charges on installation of second/additional OLTs at same location in BSNL premises where Ist OLT is already installed and working.
2. Vide letter dated 16.11.2018 (Ref i) and subsequent letters dated 14.02.2019 (Ref ii), 28.07.2021 (Ref iii) and 29.08.2022 (Ref iv), the charges of per OLT installed at BSNL premises by business model IV partner has already been communicated to All Circle Heads.
3. The same policy/guidelines shall be applicable for installation of second/additional OLTs in the BSNL premise.
4. This is issued with the approval of Dir (CFA).

Encls: As above.


(Sushma Mishra)
GM (NWP-BB)

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

253/2017/NWP-BB/FTTH


Dated: 16.11.2018

To,
CGM,
All Telecom Circle/ Telecom District
BSNL

Subject- Infrastructure charges for Installation of OLTs in BSNL premises for Channel partners (Builders/RWAs/TIPs) working on revenue share basis applicable under Business Model IV- Reg.

1. With reference to above mentioned subject, this office has received requests from some circles regarding guidelines for infrastructure charge for Installation of OLTs in BSNL premises for Channel partners (Builders/RWAs/ TIPs) working on revenue share basis under Business Model IV.
2. The case has been examined at BSNL CO and approval of competent authority is conveyed for charges of Per OLT installed at BSNL premises by business model IV partner as below -
 - i. One Time charges from business model IV partners for installation of their OLT at BSNL premises - Rs. 5000 (In advance & Non refundable).
 - ii. Annual charge for use of BSNL infrastructure - Rs.20, 000 per annum (in advance yearly or @ Rs. 5000 Quarterly) with annual incremental of 10%.
 - iii. The above annual charges may be waived off or discounted in following conditions :
 - a. 100% waive off: If realised revenue share to BSNL is more than Four Lakhs in a year after deducting all applicable taxes.
 - b. 75% waive off : If realised revenue share to BSNL is more than Three Lakhs in a year after deducting all applicable taxes.
 - c. 50% waive off : If realised revenue share to BSNL is more than Two Lakhs in a year after deducting all applicable taxes.
 - d. 25% waive off : If realised revenue share to BSNL is more than One Lakh in, a year after deducting all applicable taxes.
 - iv. Security Deposit: One year infrastructure charge i.e Rs 20,000 (In advance). However, CGMs are be authorised to waive off this charge as per the market conditions.
 - v. Minimum period for hiring of infrastructure shall be one year.
 - vi. The above charges shall be exclusive of applicable taxes.

This is issued with the approval of Director (CFA).


Sushma Mishra
GM(NWP-BB)



64- 253/2018/NWP-BB/FTTH /

Dated: 14/02/2019

To,
CGM, All Telecom Circles / Telecom Districts
BSNL

Subject: Infrastructure charges for Installation of OLTs at BSNL premises for Channel partners (Builders/RWAs/TIPs) under Business Model IV working on revenue share basis- Reg.

Ref 64- 253/2017/NWP-BB/FTTH dated: 16.11.2018

- 1 Kindly refer to the above mentioned letter from this office vide which guidelines were issued to circles regarding Infrastructure charges for Installation of OLTs at BSNL premises by Channel partners (Builders/RWAs/TIPs) under Business Model IV working on revenue share basis.
- 2 In this regards, this office has received some suggestion from field units which have been considered at BSNL Co and competent authority has decided to modify Infrastructure charges as mentioned in the above referred letter as below:

S.N.	Existing Charges	Modified Charges
1	Para 2 (i) - One Time charges from business model IV partners for installation of their OLT at BSNL premises - Rs. 5000 (In advance & Non refundable).	CGMs are authorized to waive off this charge as per the market condition for B & C category circles.
2	Para 2(ii) - Annual charge for use of BSNL infrastructure - Rs.20, 000 per annum (in advance yearly or @ Rs. 5000 Quarterly) with annual incremental of 10%.	In other cities (except A,A1 and all type B) Rs.10,000 per annum (in advance yearly or @ Rs. 2500 Quarterly) with annual incremental of 10% for encouragement of TIP/RWA/Builder/MSO for FTTH Service.
3	Para 2(iv) - Security Deposit: One year infrastructure charge i.e Rs 20,000 (In advance). However, CGMs are be authorised to waive off this charge as per the market conditions.	The security deposit shall be one year infrastructure charges applicable for the city (Rs. 20,000/ Rs.10, 000 as per cities). CGMs are authorized to waive off this charge as per the market condition.

3. It has been further decided that annual infrastructure charges for first Quarter may be waived off by the circle for all new OLTs installed in BSNL premises for encouragement of TIP/RWA/Builder/MSO for providing FTTH Services.
4. As per **Para (iii)** a,b,c,d of letter dated 16.11.2018 , the waiver will be applied for a particular vender with overall average revenue share to BSNL per OLT, if multiple OLTs are installed by the Vender in same city.

This is issued with the approval of Director (CFA).


(Sushma Mishra)
GM (NWP-BB)

Copy to:

(1) GM(CFA) , BSNL Co , New Delhi for kind information please



E-File: BSNLCO-NPBB/11(13)/2/2020-NWP-BB-BSNL_CO

Date: 28.07.2021

**To,
All CGMs of telecom Circles /Telecom Districts**

Sub: Issuing Clarifications /Modifications in FTTH policy as requested by some circles:

1. Some of the Circles have sought clarification/amendments in FTTH Policy. The requests and queries of the circles were examined and following has been decided :
 - 1.1 As requested by Circle in order to encourage TIP/RWA/ Builder/MSO for placing FTTH equipment (OLT) in BSNL premise, it has been decided to amend the para-3 of letter no 64-253/2018/NWP-BB/FTTH Dtd 14.02.2019 as under:

“The annual infrastructure charges for first year may be waived off by the CGMs of circles for all new OLTs installed in BSNL premises for encouragement of TIP/RWA/ Builder/MSO for providing FTTH Services. The same shall be reviewed after one year”.
 - 1.2 Circles has requested that for optimal utilisation of spare BSNL fibres, instruction issued vide Para-2(i) & (II) of letter No 64-253/2018/NWP-BB/FTTHDated:03.05.2019 are modified and replaced as:
 - i. Single BSNL Dark Fibre may be leased out to Case-IV FTTH channel partners of BSNL at 2% per Km Length for all urban areas and @1% per Km Length for rural areas and upcoming localities as additional revenue share to BSNL which will be over and above agreed revenue share to BSNL under case IV business model.
 - ii. The condition of minimum additional annual revenue is waived off. The same shall be reviewed after one year.
 - iii. Other terms and conditions of leasing out the fiber shall remain same.
 - 1.3 *In regards to the request of circle for release of FTTH franchisees fund from franchise wallet, it has been decided that invoice amount can be transferred to franchisee wallet or as fund request as per the consent of the Franchisee.*
2. This is issued with the approval of Dir (CFA)

**(Sushma Mishra)
GM (NWP-BB)**



E-File: BSNLCO-NPBB/11(13)/2/2020-NWP-BB-BSNL_CO

Date: 23.08.2021

**To,
All CGMs of telecom Circles /Telecom Districts**

Sub: Clarifications for leasing out BSNL spare dark fiber dark fiber to TIP under Case-IVA:

1. Vide this office letter No E-File:BSNLCO-NPBB/11(13)/2/2020-NWP-BB-BSNL_CO Dated: 28.07.2021, **modifications in policy for leasing out BSNL spare dark fiber to case-IVA TIP, were issued.**
2. Some Circles have further requested for clarification on applicability base for the revenue to be recovered from partner at the rate of 2% per Km Length for all urban areas and @1% per Km Length for rural areas over and above agreed revenue share to BSNL under case IV business model.
3. The issue has been discussed in this unit and accordingly it is clarified that the revenue to be recovered from partner for leasing out BSNL dark fiber to TIP under Case-IVA model shall be OLT wise.
4. This is issued with the approval of Dir (CFA)

**(Sushma Mishra)
GM (NWP-BB)**



E-File: BSNLCO-NPBB/11(13)/2/2020-NWP-BB-BSNL_CO-Part(1)

Date: 21.10.2021

To,
All CGMs of telecom Circles /Telecom Districts

Sub: Clarifications for leasing out BSNL spare dark fibre to TIP under Case-IVA:

1. Vide this office letter no. BSNLCO-NPBB/11(13)/2/2020-NWP dated 28.7.2021, modified policy **para 1.2** for leasing out BSNL spare fibres to TIP was issued, mentioning the provision of levying the leasing charges at the rate of 1 % per km length of dark fibre for rural areas and 2 % for urban areas, as additional revenue share to BSNL over and above the agreed share with TIP.
2. Further vide this office letter no. BSNLCO-NPBB/11(13)/2/2020-NWP-BB-BSNL_CO Dated 23.08.2021 it was clarified that the revenue to be recovered from partner for leasing out BSNL dark fiber to TIP under Case-IVA model shall be OLT wise.
3. Some circles have suggested that present specified rate in per kilometre length of dark fibre, may further be divided in multiple of 100 mtr for calculation of actual additional revenue share to BSNL.
4. The issue raised by circles was examined and discussed in this unit and it is decided to issue clarification that:

TIP shall hire minimum 500 Mtr of BSNL fiber. Beyond 500 Mtr length minimum 100mtr length shall be considered for calculating additional revenue to BSNL on leasing out BSNL single fiber to TIP. Examples: (i) 149 Mtr shall be treated as 500 Mtr (0.5 KM) (ii) 510 Mtr shall be treated as 600 Mtr (0.6 KM).

5. This is issued with the approval of Dir (CFA)

(Sushma Mishra)
GM (NWP-BB)



E-File: BSNLCO-NPBB/11(13)/3/2020-NWP-BB

date: 29.08.2022

**To,
All CGMs of telecom Circles /Telecom Districts**

Sub: Clarifications on annual infra charges for Partner OLT installed in BSNL premises:

Ref: BSNLCO-NPBB/11(13)/2/2020-NWP-BB-BSNL_CO dated 28.07.2021

1. Vide this office letter no BSNLCO-NPBB/11(13)/2/2020-NWP-BB-BSNL_CO dated 28.07.2021, Clarifications /Modifications in FTTH policy for infra charges were issued. Para 1.1 of this letter states that “the annual infrastructure charges for first year may be waived off by the CGMs of circles for all new OLTs installed in BSNL premises for encouragement of TIP/RWA/ Builder/MSO for providing FTTH Services. **The same shall be reviewed after one year**”.
2. Some of the Circles have sought clarification on the review of this policy **after one year**. Punjab circle has requested for clarification in respect of BSNL rented premises with reference to waiver of infrastructure charges.
3. This has been discussed, examined in this unit and it is decided to continue the waiver of infrastructure charges for first one year by CGMs of the Circles. The waiver of infrastructure charges shall be applicable for BSNL rented building also.
4. This is issued with the approval of Dir (CFA).

**(Sushma Mishra)
GM (NWP-BB)**

Copy to:
ITPC Circle Pune for information

1/287064/2022

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**Baart saMcaar inagama
ilaimaToD**
Baart sarkar ka JVma
**BHARAT SANCHAR NIGAM
LIMITED**
(A Govt. of India Enterprise)

CFA/NWP/Service /FTTH/2021-22/

Dated: 18 Aug 2022

To
The PGM (NWP-BB Cell)
Room No-211, BSNL Corporate Office
Janpath New Delhi-110001.

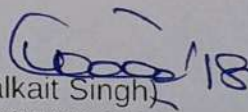
Subject : Regarding infrastructure charges for installation of OLTS at BSNL Premises for channel partners for (Builders/RWAs/ TIPs) Under Business Model IV-A working on revenue share basis .

Ref : 64-253/2018/NWP BB/FTTH dated 16 Nov 2018

Kindly refer to the above cited subject, in this regard it is requested to clarify the following Points under para 2(ii) of the above referred BSNL CO letter, please

- (1) Whether the TIP vendor are exempted for infrastructure charges for 1st quarter of the 1st year, on installation of second /additional OLTS at same location in BSNL premises where 1st OLT is already installed and working..

This is issued with the approval of the HOCC.


(Malkait Singh)
AGM(NWP-CFA) 18/08/2022

Copy to : PGMTD Jammu (for kind info, please)

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