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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)

Date: 07.09.2010

To
Chief General Managers
All Territorial Circles/ Metro Districts

Sub: Regarding modification in the Consequences for Poor Performance Clause of draft EOI for the appointment of CFA Franchisee.

Some field units have reported to this office regarding impracticality of clause (c) under section 3 (J) related to penalty imposed on franchisee who does not meet the cut-off score on any parameter (type A or B as mentioned in EOI). It has been pointed out that this penalty clause will lead to certain discrepancies where better performing franchisee will be more penalized.

The issue has been examined in this office and approval of competent authority is hereby conveyed for inclusion of following in the suggestive draft EOI.

1. Modification in Consequences for Poor Performance Clause

Months	One Month	Two Months	Three Months	Four Months	Five Months	Six Months	Beyond Six Months**
Issuer	SSA	SSA	SSA	SSA	SSA	Circle	Circle
Penalty	Warning	Strong Warning	Rs.2000/-	Rs.4000/-	Rs.7000/-	Rs.10000/-	Rs. 10000/-

** In case the franchisee is permitted to continue even after non-achievement of the cut-off score on any parameter (type A or B as mentioned in EOI) for six months.

2. The field units may waive off the penalty partially or fully with approval of CGMT in case of non- achievement of target by franchisee due to circumstances beyond his control.

EOI as well as this clause is suggestive and CGMs are authorized to make suitable changes as deemed fit according to local requirements/conditions.


(Jitendra Kumar)
DGM (S&M-CFA)