

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

Date: 15.07.2010

To,

The Chief General Managers
All Telecom Circles/Districts
BSNL

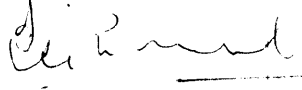
SUB: - Revision of eligibility requirements in franchisee S&D Policy-2009

The Management committee of Board BSNL, in its meeting on dated 14.07.2010 has approved the following modifications in the Section -2, Para "F" of "The Franchisee Sales and Distribution Policy-2009" of Consumer Mobility business unit.

F: Relaxation in Eligibility Criteria

If there are no bidders in a territory then eligibility criteria can be relaxed up-to limit as given below by the circle heads, before floating of next EoI.

- a. *Franchisee territory class can be converted to a lower class as described above or re-demarcated.*
- b. *The eligibility criteria can be reduced by up-to 50%.*
- c. *In class-C territories, which could not be filled up after first EOI, existing active Direct Selling Agents (DSAs) of BSNL may be allowed to participate, provided-*
 - i. *The active DSA otherwise fulfills all other eligibility conditions of EOI.*
 - ii. *The active DSA belongs to that particular SSA for which EOI is to be floated.*
- d. *The requirement for office space in case of class-C territories may be relaxed up-to 100 sq.ft. However for Class-A and Class-B territories area of office space of 250 sq.ft may be adhered.*


(Indrajeet. S. Khanna) 15/7/10
GM (Sales & Mktg.-CM)

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1. The PPS to CMD BSNL for information please