

Maharashtra Telecom Circle

Enterprise Business - MH

5th floor, 'B' Wing, BSNL Admin Bldg,
BSNL Complex, Juhu Rd, Santacruz (W),
Mumbai - 400 054.

Ph : 26467400 Fax : 26601256

**भारत संचार निगम लिमिटेड**

(भारत सरकार का उपक्रम)

BHARAT SANCHAR NIGAM LIMITED

(A Govt. of India Enterprise)

File No: MHCO-EBMH/15(16)/3/2020-O/o PGM EBMH / RF as Last Mile dated 11.03.2021**To All SSA Heads,
BSNL MH Circle.****Based on the queries received from SSAs on OPEX Model RF last mile and OH OFC, the Responses to the queries is as under**

S.N	Queries	Responses
1	Final Rates for 4 F cable Rs 13,924/- per Km & Rs 16,284/- for 6F cable inclusive of GST & minimum commitment 500 Mtr in each case	Yes, Rates as per letter CGMT/MH/EB MH/RFQ-OH Fibre last mile/2020-21/ dated 05-02-2021 and minimum commitment as per 4.2 Scope of work (2) of the RFP
2	Final Rates for RF Modem (ETH or E1 Interface) Rs 13570 /- inclusive of GST.	Yes, Rates as per MHCO-EBMH/15(16)/3/2020-O/o PGM EB MH dated 10-12-2020
3	Is there any maximum capping for distance? If some partner ready for 3 to 4 Km Overhead cable, shall we go for it?	No capping on distance, SSA to decide on the basis of feasibility and ease of maintenance.
4	Charges are recurring for five years. What after that? Who will maintain that RF Equipment or overhead cable after five years?	As per 4.2 of the RFP, the hiring period is for 05 years. Further clarifications will be issued after getting it clarified from BSNL CO, New Delhi.
5	Being Opex Model No revenue share will be provided to Partner as in the case of FTTH Policy. Only Fixed ARC for 5 years will be paid. Correct?	Yes, Adherence as per scope of work 4.2 of the RFP
6	As per FTTH revenue share policy, only revenue share of Rs 600/- per month is assured to Partner & No recurring charges as in OPEX Model. Correct?	FTTH revenue share model and OH OFC on OPEX model are two different models and may not be used simultaneously in one case.
7	Opex recurring charges will be paid quarterly irrespective of Billing Cycle of Client. Correct?	Yes, Adherence as per scope of work 4.2 of the RFP
8	These Opex charges for last mile RF/OFC connectivity are supposed to be included by EB team in Demand Note to client as OTC, Either partially or Fully .Correct ?	The OPEX charges can be included by EB team in Demand note to client as ARC and not as OTC . Partially or fully , to be decided on case to case basis

पंजीकृत कार्यालय : भारत संचार भवन, हरिशचंद्र माथुर लेन, जनपथ, नई दिल्ली - 110 011 वेबसाईट : www.bsnl.co.inRegd.office: Bharat Sanchar Bhavan, HarishChandra Mathur Lane, Janpath New Delhi 110 001 Website : www.bsnl.co.in

CIN No. : U74899DL2000GOI107739

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9	What if BCA for any TNF circuit is not the parent SSA ? Shall we need to contact BCA/Client for their consent & to add that Opex charges in clients Demand Note ?	Consent of BCA is required.
10	If any partner erected 4F cable for any circuit & if spare 2 fibres in that cable are used for other purpose by BSNL, shall we need to pay any additional charges for the same to partner ?	No, As per 4.2 (5) & (6) of the RFP the charges paid to partner is for full cable and not on fibre basis.
11	If any circuit is closed before 3 years, BSNL will pay termination charges to TIP/Channel partner & BSNL will be owner of that cable/RF Modem. Correct ?	Ownership is not of BSNL.
12	After paying ARC for 5 years , BSNL will be owner of that last mile media, either OFC or RF Modem. Correct ?	Ownership is not of BSNL.
13	What attributes are introduced by ITPC in CLARITY for Opex Model channel partners ?	The SSA CRM team can confirm the technical attributes from ITPC
14	If any existing FTTH TIP or Air Fibre channel partner is ready for Opex Model, He need not have to pay any additional security deposit to BSNL. Correct ?	Pl refer point 2 of guidelines issued by BSNL CO vide letter no. BSNLCO-LC/13(21)/1/2020-LC dated 02.11.2020.
15	Any document/agreement (as terms and condition) need to be signed by Channel partner for Opex Model ? Does it needs approval from Circle Office ?	The vendor has to submit his consent / readiness to work as per rates conveyed vide letter No. CGMT/MH/EB MH/RFQ-OH Fibre last mile/2020-21/ dated 05-02-2021 and RFP and necessary documents as mentioned in RFP signed on all pages to SSA. SSA has to send the case with recommendations to circle for final approval.
16	Is it necessary to send each case to Circle Office for approval before placing PO to Channel partner?	Not required for OH OFC OPEX model. For RF all cases to be sent to Circle before placing PO, to ensure that, not more than 25 RF links are awarded to single vendor .
17	Any procedure issued by ITPC for provisioning of payment of revenue share to channel partners in CDR/FMS as mentioned in last para of 2.0 of guidelines issued by corporate office vide BSNLCO- LC/13(21)/1/2020-LC Dated 02-11-2020 ?	The same will be conveyed through corporate intranet medium.

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18	For Last Mile on RF on Opex Model, does we need to charge recurring Infrastructure charge to TIP/Channel partners/clients as we normally charge for client owned RF Equipment to be installed in BSNL exchanges.	No. Adherence as per scope of work 4.2 of the RFP
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Dy.General Manager(EB-MH)
BSNL MH circle, Mumbai-54