

O/o GM (NOFN)  
6<sup>th</sup> Fl., Bharat Sanchar Bhawan,  
Janpath, New Delhi-110001



1/2  
भारत संचार निगम लिमिटेड  
(भारत सरकार का उपक्रम)  
BHARAT SANCHAR NIGAM LIMITED  
(A Govt. of India Enterprise)

No. 53-7/2015-NOFN-Ops

Dated 27.04.2016

To  
The CGMs  
BSNL

**Subject: Provisioning of Services by BSNL by leveraging the NOFN**

BSNL Management Committee has approved the in-principle understanding between BSNL and BBNL for leveraging the NOFN, as follows:

1. BSNL shall use its existing fibre and OLTs, ONTs & new incremental fibre under NOFN for providing services in Gram Panchayat area on revenue share basis with BBNL. BSNL can also use splitter at GP location for horizontal connectivity for providing these services. The revenue share shall be based on the net revenue. In case the services are offered through channel partners on revenue share basis, the revenue share between BBNL and BSNL shall be based on the net revenue to BSNL and BBNL as the case may be.
2. BSNL shall provide services to the Govt. Agencies/institutions herein called "specified institutions" for which BSNL has specified special concessional tariff plans as under:

| Plan   | Tariff per months (Rs) | Download+ Upload Limit (GB) | Speed (Mbps) | Speed for unlimited usage beyond allowed limit (Kbps) |
|--------|------------------------|-----------------------------|--------------|-------------------------------------------------------|
| GP699  | 699                    | 10                          | 2            | 512                                                   |
| GP999  | 999                    | 20                          | 2            | 512                                                   |
| GP1499 | 1499                   | 40                          | 4            | 512                                                   |

3. BSNL can also use NOFN for providing commercial services on revenue share basis.
4. BSNL shall extend all the existing infrastructure required for OLT like Air Conditioning, Earthing, Fire Fighting arrangement and uninterrupted power.
5. BSNL shall be responsible for O&M of existing fibre and infrastructure at OLT location and BBNL shall be responsible for O&M of new fibre, O&M of OLT.
6. The revenue share shall be 10:90 for the years 2015-16 & 2016-17, 20:80 for the year 2017-18 and 30:70 for subsequent years between BBNL and BSNL.
7. BBNL shall provide bandwidth to TSPs/ISPs/MSOs/OSPs on non-discriminatory basis on its commercial tariff on NOFN including existing fibre of BSNL. BSNL shall provide access for termination of OFC of any service provider as authorised by BBNL on BBNL FDF for which no charge would be levied by BSNL. The revenue share in this case will be in the ratio of 70:30 between BSNL and BBNL.
8. Spare fibers of the NOFN will be marketed by BSNL on behalf of BBNL for which BBNL will share 20% of earned revenue to BSNL.

*insh*

9. BSNL is allowed to use up to 4 spare fibres under NOFN incremental OF cables for using in their network for which no O&M charges shall be paid and no revenue sharing shall be done. BBNL will give one extra fibre free of cost to BSNL for maintenance.
10. BBNL will pay to BSNL for the operation and maintenance of remaining NOFN incremental Fibers at the following rates per Km per annum:

| Remaining Fibres | 2015-16/2016-17 (Rs) | 2017-18 (Rs) | 2018-19 (Rs) |
|------------------|----------------------|--------------|--------------|
| 23-24F           | 12000                | 13500        | 15000        |
| 22 F             | 10500                | 12000        | 13500        |
| 21 F             | 9000                 | 10500        | 12000        |
| 20 F             | 7500                 | 9000         | 10500        |
| 19F              | 6000                 | 7500         | 9000         |

11. BSNL shall strive for restoration of fault by 20:00 hrs. of next day of reporting of the fault to BSNL. Beyond that BSNL shall give rebate @ Rs.50 per day. However, the maximum rebate shall be limited to Rs.500/- per fault.
12. Detailed agreement based on above and the draft agreement sent by BSNL shall be finalized and signed subsequently. However, actions as per above will start immediately.

BSNL, vide circular No.3-11/2014- NOFN dated Feb.2, 2016, has already offered its core bandwidth on competitive tariff and commercial basis to all the service providers (TSPs/ISPs/MSOs etc (**Annexure-I**) to encourage participation by them for utilizing NOFN with bouquet of all possible services under Digital India Programme. While this is not part of the revenue share, it will provide additional enterprise revenue to BSNL. Accordingly, Circles may take necessary action and promote the same.

As per Sl. No. 12 above, the detailed agreement between BSNL and BBNL is under process. However, action shall start immediately by the Circles.

This has the approval of Director (Enterprises).

*(Signature)*  
 (Ranjan Ghosh) 22/4/16  
 GM (NOFN)

Encl: Annexure-I

**Copy to:**

1. Director (Operations) BBNL, New Delhi



O/o GM (NOFN)  
6<sup>th</sup> Fl., Bharat Sanchar  
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Janpath, New Delhi-110001



भारत संचार निगम लिमिटेड  
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BHARAT SANCHAR NIGAM LIMITED  
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No.3-11/2014-NOFN

February 2, 2016

**Subject: Core Bandwidth offering by BSNL to TSPs/ISPs/MSOs etc for connecting NOFN Phase-1 OLT to provide services in GPs**

The BharatNet, earlier National Optical Fibre Network (NOFN) is a Project to connect 2,50,000 Gram Panchayats (GPs) of India with OFC network and bridge the Telecom access gaps to GPs. Presently phase-1 is under execution. All the GPs in the state of Kerala, Puducherry, Chandigarh, 3/4<sup>th</sup> of Karnataka, nearly one district in other each states and many more have been connected optically and electronically also. Website of BBNL [www.bbnl.nic.in](http://www.bbnl.nic.in) may be referred for Tariff and weekly updates of Blocks / GPs readiness under NOFN.

NOFN has the potential to transform many aspects of rural lives by providing video, data, internet, and telephony services and enabling education, business, health, e-governance, entertainment, etc. to every household. These services will be offered by Service Providers (SPs) like TSPs/ISPs/MSOs/LCOs. Services like B2B, P2P, B2C etc. can be accessed by common man through NOFN.

The OLT of the BBNL has been installed at the BSNL premises. A Fiber Distribution Management System (FDMS) has been installed by BBNL at each OLT location to terminate Fibers coming from the GPs and Service Providers from the core/Backbone sides. Further Core Fibers will be connected to NOFN Fibers or OLTs to access Bandwidth created under NOFN. Access to OLT for NOFN Bandwidth and FDMS for termination of OFC is available to all interested SPs on non-discriminatory basis. There is no termination charges for termination of OFC to FDMS.

BSNL has initiated the process to leverage the NOFN by offering services in the GPs. Further BSNL has strengthened core network availabilities and bandwidth by installing 400Gbps/120Gbps DWDM or 2.5Gbps SDH systems connecting to respective District and beyond. These core BWs are also available to any interested SPs on competitive tariff and on commercial basis.

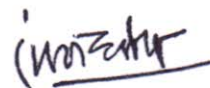
*(Signature)*

NOFN is opening a new avenue for large rural population coverage (about 900 Millions) for Telecom services. BSNL is encouraging participation of other service providers, by offering core bandwidth from NOFN upwards any part of the country so that NOFN can be fully utilized with bouquet of all possible services under Digital India programme.

It is requested that this may kindly be brought to the notice of all members of your association to leverage the NOFN infrastructure for offering the Services utilising core network of BSNL wherever required.

We will be very happy to hear from you or your members and provide all necessary assistance in this regard.

With Regards,



(Ranjan Ghosh)

General Manager (NOFN)

To

1. The Director General, Cellular Operators Association of India (COAI), New Delhi
2. The President, Internet Service Providers Association of India (ISPAI), New Delhi
3. The President, Association of Unified Telecom Service Providers of India (AUSPI), New Delhi
4. The Chairman, National Association of Software and Services Companies (NASSCOM)
5. The President, Associated Chambers of Commerce and Industry of India (ASSOCHAM), New Delhi

Copy to:

1. AS (T) / Administrator (USOF) / CMD BBNL, DoT, New Delhi
2. All members of COAI/ISPAI/AUSPI/NASSCOM/ASSOCHAM for information please
3. Director(Operation), BBNL, New Delhi, with request to kindly create awareness of this letter to Service Providers regarding usage of NOFN
4. CGMTs / CGMs (Mtce), BSNL Circles for necessary action