Tariff Circular

File No. 111-06/2012-BP Ent   Dated: 01 May 2013

Subject: Tariff for Cloud Services to be offered from Internet Data Centres set up on revenue share basis with M/s Data Dimension - regarding.

1.   BSNL has setup six data centres at Faridabad, Ghaziabad, Ludhiana, Ahmedabad, Jaipur and Mumbai to provide IDC services with M/s Dimension Data as partner (called Data Centre Service Provider, DCSP) on revenue sharing basis.

2.   The tariffs for some of the IDC services provided from the above mentioned six data centres in association with M/s Dimension Data were issued vide circular of even No. dated 27.02.2013. Now, it has been decided to launch **Cloud Services** in association with M/s Dimension Data. The tariff for the Cloud Services has been approved by the competent authority and is given below.

3.   **Cloud Services: BSNL PUBLIC COMPUTE AS A SERVICE (CaaS)**

3.1.   **Usage Based Option (Pay-Per-Use Model)**

Sl. No	Pre-paid Plan Charges	Validity Period	Setup-Fee	Early Termination Fee	Exit Notification Period
1.	Rs. 24999.00	Six Months	Rs. 11125.00	No refund of unutilized balances	30 Days
2.	Rs. 49999.00	Six Months	Rs. 11125.00	No refund of unutilized balances	30 Days
3.	Rs. 99999.00	Six Months	Rs. 22250.00	No refund of unutilized balances	30 Days

Note: Over and above the minimum commitment plan (mentioned above), clients can subscribe & top- up to any amount, based on their requirements.

3.1(a) The following Table provides details for the applicable **Per Hour Resource Usage Charges** for any of the Pre-Paid/Recharges Plans.

S. No.	Compute as a Service (CaaS) Resources	Usage Charges per hour
i	1 vCPU	Rs. 3.35
ii	1 GB RAM	Rs. 1.65
iii	1 GB Storage	Rs. 0.03
iv	1 Network Segment (includes VLAN, Network Switching & Routing, Managed Firewall & load Balancing capabilities)	Rs, 6.20
v	1 Additional Sub-Admin (per Admin)	Rs. 0.60
vi	1 Additional IP Addresses (in minimum Set of 2 IP's to be purchased)	Rs. 0.50

3.1(b) Database Options (Microsoft SQL 2012) Charges

Features/ Prices					
No of Virtual CPU's	1	2	4	6	8
MS-SQL 2012 Core Licenses Required	4 cores	4 cores	4 cores	6 cores	8 cores
Monthly Licenses prices (in Rs.)- SQL Std. Edition	26125	26125	26125	39200	52250
Monthly Licenses prices (in Rs.)- SQL Enterprise Edition	99000	99000	99000	148500	198000

3.2   Standard Monthly CaaS Packages

Features/ Prices	EXPRESS	STANDARD	GROWTH	POWER	SUPREME
Price Per Month (in Rs.)	4449	7349	13349	19449	25549
No of Virtual CPU's	1	2	4	6	8
RAM (in GB)	1	2	4	6	8
Storage (in GB)	40	60	120	180	240
VLAN	Included	Included	Included	Included	Included
Shared Networking - Load Balancing	Included	Included	Included	Included	Included
Shared Networking - Switching & Routing	Included	Included	Included	Included	Included
Managed Firewall	Included	Included	Included	Included	Included
Operating system options*	Included	Included	Included	Included	Included
One (1) Sub-Administrator Account	Included	Included	Included	Included	Included
Min. Contract Duration	1 year	1 year	1 year	1 year	1 year
Early Termination Fee	Balance contract fees payable	Balance contract fees payable	Balance contract fees payable	Balance contract fees payable	Balance contract fees payable
Exit Notification Period	30 days	30 days	30 days	30 days	30 days
*Operating Systems	- Red Hat Enterprise Linux 6/5 - Microsoft windows server 2008/2008 R2 - Ubuntu Operating Systems (OS) - CentOS Operating Systems (OS)				

3.2.1   Additional Resource Options Pricing

Additional CaaS Resources	Tariff (in Rs.) per month
1 Virtual CPU	2110
1 GB RAM	849
Storage in the Minimum Blocks of 50 GB each	499
Additional Network Segment (Per VLAN)	4449
Additional 1 IP (minimum in Set of 2 IP's to be purchased	335
Additional 1 Sub-Admin Account	389

3.2.2 CaaS Service Activation & Establishment (One Time charges)

Customer on-boarding, Welcome Pack, Service Activation	One Time Charges (In Rs.)
Express Virtual Machine (VM)	11125
Standard Virtual Machine (VM)	11125
Growth Virtual Machine (VM)	11125
Power Virtual Machine (VM)	22250
Supreme Virtual Machine (VM)	22250

3.2.3 Database Options (Microsoft SQL 2012) Charges

Features/ Prices	EXPRESS	STANDARD	GROWTH	POWER	SUPREME
No of Virtual CPU's	1	2	4	6	8
MS-SQL 2012 Core Licenses Required	4 cores	4 cores	4 cores	6 cores	8 cores
Monthly Licenses prices (in Rs.)- SQL Std. Edition	26125	26125	26125	39200	52250
Monthly Licenses prices (in Rs.)- SQL Enterprise Edition	99000	99000	99000	148500	198000

3.3 Bandwidth Charges/Data Transfer Charges

For CaaS, customers access the IDC through Internet using BSNL provided ILL connectivity of the IDC, therefore, in addition to above charges, as mentioned in Para 3.1 & 3.2, BSNL will charge following Data Transfer Charges, which will fully belong to BSNL (i.e not to be shared with the DCSP). Customers have the option to choose one of the Monthly Plans or the Per GB Plan as per their requirement.

(a) Monthly Plan for the Data Transfer charges

	Data Transfer (OUT +IN) allowed per month	Monthly charges (In Rs.)
Plan 1	100 GB	700
Plan 2	500 GB	3200
Plan 3	1TB	6000

Note: Charges for additional data transfer (OUT +IN)-Rs.7.50 per GB

(b) Per GB Plan for the Data Transfer charges

Data Transfer	Charges (In Rs.)
Outbound (Download from IDC)	Rs. 9 per GB
Inbound (Upload to IDC)	Rs. 4 per GB

4. Other Terms and Conditions:

(i) All the prices are exclusive of the taxes and duties.
(ii) The applicable taxes to be paid extra at the time of the billing.
(iii) Payment Terms – Quarterly in advance, within 30 days of receipt of invoice.
(iv) Applicable one time charges (if any) are to be paid in advance with the client order form.

(v) SLA and other terms and conditions will be mutually discussed with the client along with the DCSP and agreed upon.

(vi) CGMs of the respective circles are authorized to give discounts up to 10% on the price as given in the tariff card to the customers depending on the volume of Business/strategic relationship with the customer. For extending discounts more than 10% in specific cases, CGMs of the respective circles shall refer the cases to corporate office for prior approval.

(vii) The rates mentioned in the above tariff card (except para 3.3) are for the IDC Cloud Services only and do not include charges for bandwidth requirement of the customers. The rate for the bandwidth portion shall be offered by BSNL and circle shall quote them as per the prevailing practice at that point of time.

(viii) Before submission of proposal to end customers by BSNL, it shall be ensured that back to back technical proposal is available from M/s Dimension Data for the respective customer.

(ix) Other commercial conditions and revenue share details etc. will be same as issued by BBNW Circle and IT-CFA.

(x) Head of Account for IDC services will be same as issued by the CA section.

(Devendra Yadav)
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To

1. All CGMs Telecom Circles/Metro Districts/Mtce. Regions/BBNW Circle/ITPC
2. All GM (Enterprise) Circle / GM (EB-City)

Copy to:

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2. Sr. GM / GM EB-I / EB-II / IT-CFA / Fin-Ent / CA / TP-RA / CIT BSNL CO
3. M/s Dimension Data