



No 64-253/2019/NWP-BB/FTTH

Dated 27-04-2020

To

To,  
The CGMs  
All Telecom Circles/ Telecom Districts

**Sub: Clarifications for Modifications in the FTTH Policy – Regarding**

1. Vide this office circular No 64-253/2019/NWP-BB/FTTH dated 12.04.2020, modifications in the FTTH policy was issued
2. Multiple queries have been received from field units through email, telephone etc regarding various paras of the policy.
3. This matter is examined in BSNL CO Office. The queries and their clarifications are attached as Annexure.
4. This has approval of Director (CFA) .

Encl: As above

  
(Ramit Maurya)  
DGM (NWP-BB)

Copy to:

1. CGM (ITPC) Pune, for necessary action.
2. CGM(BBNW), for necessary action.

| S.NO   | Query   | Clarification   |                 |   |               |  |  |  |               |                |                |                 |               |                  |     |     |     |     |     |  |               |                |                |                 |               |                     |     |     |     |     |     |  |     |     |     |     |     |
|--|---|---|-----------------|---|---------------|--|--|--|---------------|----------------|----------------|-----------------|---------------|------------------|-----|-----|-----|-----|-----|--|---------------|----------------|----------------|-----------------|---------------|---------------------|-----|-----|-----|-----|-----|--|-----|-----|-----|-----|-----|
| 1.   | At present, there is one revenue share % defined per agreement it's not based on the OLT. An existing channel partner have multiple OLTs installed and their aging may be more than as well as less than one year of integration in BSNL network as on date of issuance of modified policy. In such case there will be two revenue share arrangement required for the same partner. Moreover, is the new incentive program applicable for all existing as well as new proposed models i.e. case I, Case II, Case, IIA, Case III, Case IIIA, Case IV & Case V? | <p>Revenue share % to channel partners for customers provisioned through OLTs which are integrated in BSNL N/w but have not completed one year time period from the date of commissioning, shall be as per the policy prior to modified policy dated 12.4.2020.</p> <p>Revenue share % to channel partners for customers provisioned through such OLTs which are integrated in BSNL N/w and have completed one year time from date of commissioning shall be paid as per the modified policy dated 12.4.2020.</p> <p>The New Incentive program for FMC greater than Rs 1000 is applicable for all the cases (II, IIA, III, IIIA, IV) except case V which is purely a maintenance Model with maximum 10% revenue share .</p> <p>A franchisee can have different revenue share depending on the date of commissioning of OLT. Further Under Case V, Franchisee can provide connections under Model II, IIA, III, IIIA from same OLT. Thus under the same OLT, Franchisee can provide connections with different revenue share.</p>  |                 |   |               |  |  |  |               |                |                |                 |               |                  |     |     |     |     |     |  |               |                |                |                 |               |                     |     |     |     |     |     |  |     |     |     |     |     |
| 2.   | In clause 2.5, whether revenue share is limited upto FMC of Rs.1000/- and beyond that amount, incentive of 15% is applicable. Kindly clarify with example of FMC Rs.2000/-  | <p><b>Clarification:</b> For FMC Rs 2000/- per month, the revenue share % upto Rs 1000/- is 20%, 25%, 25%, 30% &amp; 50% for model case II, IIA, III, IIIA and IV respectively and for remaining amount of Rs 1000/- (2000-1000) will be 15% for all model cases.</p> <table border="1"> <thead> <tr> <th rowspan="2">Revenue % Share</th> <th colspan="5">For FMC 2000/- revenue share % calculation model wise</th> </tr> <tr> <th>Case-II (20%)</th> <th>Case-IIA (25%)</th> <th>Case-III (25%)</th> <th>Case-IIIA (30%)</th> <th>Case-IV (50%)</th> </tr> </thead> <tbody> <tr> <td>Upto FMC Rs 1000</td> <td>200</td> <td>250</td> <td>250</td> <td>300</td> <td>500</td> </tr> <tr> <td>Beyond FMC Rs 1000/- i.e. (Rs 2000-1000 =1000)</td> <td>Case-II (15%)</td> <td>Case-IIA (15%)</td> <td>Case-III (15%)</td> <td>Case-IIIA (15%)</td> <td>Case-IV (15%)</td> </tr> <tr> <td>Incentive per month</td> <td>150</td> <td>150</td> <td>150</td> <td>150</td> <td>150</td> </tr> <tr> <td>Net monthly revenue to channel partner</td> <td>350</td> <td>400</td> <td>400</td> <td>450</td> <td>650</td> </tr> </tbody> </table> | Revenue % Share | For FMC 2000/- revenue share % calculation model wise |               |  |  |  | Case-II (20%) | Case-IIA (25%) | Case-III (25%) | Case-IIIA (30%) | Case-IV (50%) | Upto FMC Rs 1000 | 200 | 250 | 250 | 300 | 500 | Beyond FMC Rs 1000/- i.e. (Rs 2000-1000 =1000) | Case-II (15%) | Case-IIA (15%) | Case-III (15%) | Case-IIIA (15%) | Case-IV (15%) | Incentive per month | 150 | 150 | 150 | 150 | 150 | Net monthly revenue to channel partner | 350 | 400 | 400 | 450 | 650 |
| Revenue % Share                                | For FMC 2000/- revenue share % calculation model wise   |   |                 |   |               |  |  |  |               |                |                |                 |               |                  |     |     |     |     |     |  |               |                |                |                 |               |                     |     |     |     |     |     |  |     |     |     |     |     |
|  | Case-II (20%)   | Case-IIA (25%)  | Case-III (25%)  | Case-IIIA (30%)                                       | Case-IV (50%) |  |  |  |               |                |                |                 |               |                  |     |     |     |     |     |  |               |                |                |                 |               |                     |     |     |     |     |     |  |     |     |     |     |     |
| Upto FMC Rs 1000                               | 200   | 250   | 250             | 300   | 500           |  |  |  |               |                |                |                 |               |                  |     |     |     |     |     |  |               |                |                |                 |               |                     |     |     |     |     |     |  |     |     |     |     |     |
| Beyond FMC Rs 1000/- i.e. (Rs 2000-1000 =1000) | Case-II (15%)   | Case-IIA (15%)  | Case-III (15%)  | Case-IIIA (15%)                                       | Case-IV (15%) |  |  |  |               |                |                |                 |               |                  |     |     |     |     |     |  |               |                |                |                 |               |                     |     |     |     |     |     |  |     |     |     |     |     |
| Incentive per month                            | 150   | 150   | 150             | 150   | 150           |  |  |  |               |                |                |                 |               |                  |     |     |     |     |     |  |               |                |                |                 |               |                     |     |     |     |     |     |  |     |     |     |     |     |
| Net monthly revenue to channel partner         | 350   | 400   | 400             | 450   | 650           |  |  |  |               |                |                |                 |               |                  |     |     |     |     |     |  |               |                |                |                 |               |                     |     |     |     |     |     |  |     |     |     |     |     |

*[Handwritten Signature]*  
27/4/2020

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| 3 | For existing partners, when shall exactly this changed incentive program applicable. Please provide clarity. | The changed incentive program shall be applicable from 1.5.2020   |
| 4 | Who will install the EMS?  | The EMS shall be installed by OEM/ Autorised Partner of OEM. Necessary coordination shall be done by CGM(BBNW). |
| 5 | Whether modifications/ new clauses are to be made with existing TIP agreements as amendment.                 | Yes, New clauses are to be signed as Addendum to the existing agreement with all the Franchisee.                |

3/3

27/4/2020