

Infra Sales Cell, BSNL CO,  
IR Hall, Eastern Court,  
CTO Complex, Janpath,  
Connaught Place, New Delhi-10001.



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

No. 61-14/2011-Infra Sales

Dated: 18/06/2013

To

**The Chief General Manager,  
All Telecom Circles/ Telephone Districts.**

**Subject: Requirement of Indus Towers for sharing – reg.**

This is with reference to the representation made by some circles regarding requirement to hire sites from M/s Indus Towers on 1<sup>st</sup> EOI rates at certain locations for roll out of Phase-VII Project as well as for improving coverage.

In this regard, I have been directed to convey the approval of competent authority for hiring sites from M/s Indus on 1<sup>st</sup> EOI rates subject to following conditions:

- a) The circle should ensure that there is no tower of any other IP (having signed 3<sup>rd</sup> EOI with BSNL) available within reasonable range (within permissible limits) from the location finalised under RF planning of the circle and where the tower is proposed to be hired from M/s Indus Towers.
- b) The circle should also ensure that for any hired site from M/s Indus, BSNL should not be paying total charge (IPF and energy charges) to M/s Indus more than the total charges (i.e. IPF excluding the prevailing volume based discount charges, if any, plus energy charges) that BSNL would have been paying for an anchor sites on 3<sup>rd</sup> EOI rates.
- c) Circles should take a written confirmation from the 3<sup>rd</sup> EOI signatories who have presence in the circle, that they are unable/ unwilling to construct anchor site for BSNL at that particular location. Confirmation in this regard may be taken from IPs within two weeks. No confirmation within stipulated time should be considered as decline of offer on part of IP. Same should be clearly communicated to 3<sup>rd</sup> EOI signatory while taking confirmation.
- d) Any such hiring from M/s Indus should be included in the total 50% ceiling of sites to be hired from Infrastructure Providers.
- e) Decision for hiring sites from M/s Indus on 1<sup>st</sup> EOI rates has to be taken by circles on case to case basis to safeguard the interest of BSNL.

This is issued with the approval of competent authority.

(S.K. Sharma) 18/06/13

Asstt. General Manager (Infra Sales-II)