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

64- 253/2017/NWP-BB/FTTH

Dated: 8.03.2019

To,
The CGM
All Telecom Circle/ Telecom District.


Subject: Digital Gram Sewaks for increasing the Bharat Fiber connection in rural areas.

Ref: D.O. Letter no. 64- 253/2017/NWP-BB/FTTH dated 15.02.2019

1. Kindly refer to the above D.O from Director (CFA) vide which it has been emphasised to increase the FTTH connections through TIP/RWA/Builder/MSO/LCO in **Business Model III** by using BBNL OLTs installed at Gram Panchayat (GPs).
2. In this regards, it may be noted that circles are taking appreciable interest for providing FTTH connections at GPs. However, some circles have also raised queries related to **Business Model III** by using BBNL OLTs installed at Gram Panchayat (GPs) and the clarification for the same is given below -

Query	Clarification
Whether only Business model III is be used to provide FTTH connections GPs	(i) Model I to III may be utilized for the scenario where BBNL OLTs is being used. (ii) However, Model IV may also be utilised in the case where BBNL OLT is far away from prospective customer premises and not financial viable to Digital Gram Sevak (BSNL Channel partners in Model I to III).

3. Therefore, it is also clarified that circles may use any business model (model I to IV) to encourage Digital Gram Sevak (BSNL Channel partners) to provide FTTH connections in Rural Areas including GPs protecting BSNL interest.
4. This is issued with the approval of Dir(CFA)


Sushma Mishara
GM(NWP-BB)