

NWP Broad band Cell,
 Room No. 212, 2nd Floor,
 Bharat Sanchar Bhawan,
 Janpath,
 New Delhi-110001
 Ph.011-23734057, Fax:
 011-23734284

भारत संचार निगम लि।
 (भारत सरकार का उपक्रम)
 BHARAT SANCHAR NIGAM LI
 (A Govt. of India Enterprise)

No. 64-253/2017/NWP-BB/FTTH/

Dated: 25-06-2019

To ✓
 The CGM,
 Maharashtra Telecom Circle.

Sub: Issues taken by MH Circle for promoting TIPs Revenue share Model --reg

Ref: letter No. CGMT/MH/S&M-CFA/FTTH-EOI/Vol-II/2019-20/020 dated June 06, 2019,

- Kindly refer above mentioned letter wherein CGM Maharashtra Circle has requested for the few promotional approvals for TIP/Digital Gram Sevak Revenue Share model
- In this regards, case examined at BSNL Co and it has decided as follows:

S.No	Approval sought	Proposed reply
i.	Incentives to TIP for Bill collections through FTTH wallet/BSNL E-pay similar to CBPCT as per No 2-21/2018/BSNL/RM-I/CFA/CBPCT dated 12.12.2018	The maximum ceiling of revenue share for TIPs have already been defined as per the business model for which TIP has done the agreement for bill collection. Circle can educate the additional services like e-pay for facilitating early collection of bills through online methods.
ii.	Allowing TIPs to use BSNL premises /CSCs for sale and services activities similar to permission given to BSNL channel partners vide Ltr no 19-2/2013-S&M-CM dated 31.07.2013	A decision can be taken at circle level based on the circumstances related to management of CSC, requirement of BSNL for other sales and promotion activities.
iii.	Special fund request for TIPs Monthly Revenue share payments pending from Dec-2018.	Instructions has already been issued to ITPC for release of 50% pending payments in form of FTTH wallet balance
iv.	Waiver of infrastructure charges (up to 30.06.2019) for installation of OLTs in BSNL Premises for channel partners.	Powers have already been delegated to the CGMs for waiver of infrastructure charges based on the business done by channel partners.

✓ CGM(S&M) CFA
 JEM(NWP)

24/7/19


Discussed with CGM
 6/7

AGM(S&M) CFA

v.	Extend the facility of wallet TOP UP by online methods viz. Net banking /RTGS etc to TTPs.	FTTH partners can do online money transfer to AO(Cash) of the SSA, who can in turn do the wallet recharge for the FTTH partners.
vi.	Facility of cheque/NEFT payments to be added for BSNL E-pay at the earliest.	Customers can do payments through e-pay system using net banking and other related methods which are same as NEFT.
vii.	Diversion of 25% revenue share payments due for May 2019 as FTTH wallet TOP UP	Instructions has already been issued to ITPC for release of 50% pending payments in form of FTTH wallet balance

3. We appreciate the efforts made by MH Circle in FTTH Business. Corporate office shall provide all support to Maharashtra Circle to further increase the FTTH Business.
4. Further, it is also intimated that preferred to FTTH franchisee shift on prepaid wallet for receiving real time revenue share., it is observed that initially a Wallet recharge of Rs.10,000/- Channel partner can earn revenue share of more than Rs.7000/- as per annexure through bill collections.

This is issued with the approval of Director (CFA).

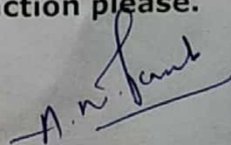

(Sushma Mishra)
GM (NWP-BB)

Endors. No. CGMT/MH/S&M-CFA/FTTH EOI/2019-20/VOL-VII/07

Dated:- 16/07/2019

To
All BA/SSA Heads,
BSNL MH Circle.

Copy is sent for information and necessary action please.


AGM(S&M-CFA)

Example of 50% Revenue share of TIP

	Billing Amount	GST		OTF
Deposit by TIP at SSA(AO)			10000	
Bill payment of Amount	2000	360	2360	1000
Remaining amount(Including OTF)	Deposit Amt.+OTF-Bill Pay.		8640	
Bill payment of Amount	2000	360	2360	1000
Remaining amount(Including OTF)	Balanceg Amt in wallet.+OTF-Bill pay		7280	
Bill payment of Amount	2000	360	2360	1000
Remaining amount(Including OTF)	Balanceg Amt in wallet.+OTF-Bill pay		5920	
Bill payment of Amount	2000	360	2360	1000
Remaining amount(Including OTF)	Balanceg Amt in wallet.+OTF-Bill pay		4560	
Bill payment of Amount	2000	360	2360	1000
Remaining amount(Including OTF)	Balanceg Amt in wallet.+OTF-Bill pay		3200	
Bill payment of Amount	2000	360	2360	1000
Remaining amount(Including OTF)	Balanceg Amt in wallet.+OTF-Bill pay		1840	
Bill payment of Amount	1500	270	1770	750
Remaining amount(Including OTF)	Balanceg Amt in wallet.+OTF-Bill pay		820	
Bill payment of Amount	600	108	708	300
Remaining amount(Including OTF)	Balanceg Amt in wallet.+OTF-Bill pay		412	
Bill payment of Amount	300	54	354	150
Remaining amount(Including OTF)	Balanceg Amt in wallet.+OTF-Bill pay		208	
Bill payment of Amount	100	18	118	50
Remaining amount(Including OTF)	Balanceg Amt in wallet.+OTF-Bill pay		140	
Bill payment of Amount	100	18	118	50
Remaining amount in Wallet			72	

Example of 50% Revenue share of TIP

		Total OTF Pay
Deposit by TIP at SSA(AO)	10000	
Received from customer (including GST) 6*2360	14160	7300
Received from customer (including GST) 1770	1771	
Received from customer (including GST) 708	708	
Received from customer (including GST) 354	354	
Received from customer (including GST) 2*118	236	
Total bill payment	17229	
Remaining amount in Wallet	72	