



**No. BSNLCO-NPBB/21(11)/1/2020**

**Dated 02.08.2021**

**To,**

The CGMs,  
All Telecom Circles and Metro Districts.

**Subject: Clarifications regarding Wi-Fi Open Policy, regarding.**

1. Queries have been received from circles and existing Hotspot Service Provider (HSSP) regarding Wi-Fi Open Policy. The queries have been examined with reference to provisions in the policy and in consultation with CFA, Finance units of BSNL Corporate office & following are clarified:

S. No.	Clarification sought	BSNL Clarifications
1.	Do we need to sign a separate agreement? If yes, kindly share the same for us to sign up on asap basis.	Yes, existing HSSPs shall have to sign separate agreement. Agreement document shall be shared shortly.
2.	We already have given Bank guarantee to BSNL amounting to Rs 30 Lakhs under HSSP. Since new policy entails paying of only 5 lakhs, how will this need to be worked upon?	PBG of 5 Lakh needs to be submitted by the partner for enrollment into the new Policy.
3.	What will be the AGR applicability in PWP?	The revenue share will be on net revenue (after deduction of GST and other tax). No AGR related deductions to be made in revenue share.
4.	In HSSP, we have functional ESCROW accounts. Will that continue or will there be provision in other circles where we will initiate new business?	Escrow account particular to one PWP under Model-III shall be a central account for PAN India business.
5.	In HSSP we have low value plans i.e 2 Mbps with 2 AP/4 AP @ Rs 96000 & Rs 2,00,000 respectively. Will we have continuity of these plans as they are useful for small/medium govt. offices viz. Primary health centres , Police stations etc.	New Plans besides existing Enterprise Plans envisaged in the open policy may be considered by BSNL as per new business prospects.
6.	For PM WANI PDOs, when are we likely to release the tariff plans for FTTH/Air Fibre as we intend to rollout the same on immediate basis.	The FTTH/Airfiber plans have been introduced by BSNL.
7.	W.r.t the Open policy: please clarify whether model I is meant only for Retail services or both for retail and enterprise. This clarification is needed as in one place in the document the Terminology of Wi-Fi Partner for Enterprise customer for model I is shown as NA, whereas in another place Revenue Share to the PWP in enterprise plans for Model 1 is also included and is 30%.	Model-I of the Wi-Fi Open Policy aims to provide retail services only. Hence, the revenue share mentioned for enterprise plans may be ignored.

<b>8.</b>	In Model-I, whether there is any PWP in between BSNL and PDO because as per open policy document, FTTH/AIRFIBRE/Cluster partner having good record of the services may be PWP/PDO. While in VC it is told by BBNW that BSNL will be PWP and no is separate PWP will exist.	BSNL has to sign agreement with PWP only. The PWP shall install, commission & maintain Retail Wi-Fi Hotspots using BSNL's equipment as per discounting mentioned for the Model-I.
<b>9.</b>	Draft agreement for Model-I is required.	As already informed draft agreement for Model-I and Model-II shall be prepared, finalized and signed by circles/BA only. BSNL CO shall finalize and sign agreement for Model-III.
<b>10.</b>	The procedure to handover the material i.e. BSNL AP etc. to PWP / PDO.	Procedure to handover BSNL materials such as Access Points, POE, UPS (if any) shall be as per the standard procedure of BSNL after signing of agreement with a PWP.

2. This has the approval of Director (CFA) BSNL Board.

(Sushma Mishra)  
**GM (NWP-BB) BSNL CO**

**Copy to:**

- (i) CGM BBNW Circle
- (ii) PGM (Wi-Fi) NOC Bangalore
- (iii) M/s GOIP