

Business Planning Enterprise Cell
Corporate office,
7th Floor, Bharat Sanchar Bhawan,
Janpath, New Delhi 110001



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

File No.- BSNLCO-BPE/12(15)/1/2020-BP-ENT

Dated: 12.07.2021

To

All CGMs BSNL Telecom Circles/Distts/Regions

Subject: Rationalization of P2P Leased Line (DLC) Tariff/Discounting policy - regarding.

As per TRAI ceiling tariff rates, BSNL had last revised tariff for leased lines circuits for 2 Mbps and above bandwidth in 2014 vide letter no.-112-1/2014-BP-Ent dated 08.08.2014 and discounting policy for the same was revised vide letter no.- 120-4/2016-BP-Ent/P2P(DLC)/309 dated 19.11.2018.

Now, it has been observed that the existing tariff has become very uncompetitive and irrelevant due to the increased market competition and ever decreasing tariff of data services and increasing capacity of data systems. Therefore, field units are unable to acquire sufficient/relevant business through BSNL P2P leased line services. In this regard, all circles are requested to send their comments with respect to the rationalization of P2P leased circuits tariff/discounting policy. The comments from field units may include but not limited to the following points and any other input/comments which circles like to provide:-

1. Prospective rates/discounting policy or the changes that need to be done in above said P2P tariff and discounting policy issued on dated 08.08.2014 and 19.11.2018 respectively so that relevant business could be booked and Prospective business that could be achieved.
2. Reason/justification alongwith the competitors' rates, if possible may also be provided
3. Any other pricing methodology like per Mbps rates based on bandwidth or any other prevalent market practice.
4. Possibility of differentiated tariff for special class of Enterprise customers, TSPs/ISPs i.e. different price strategy for different segment of customers.
5. Market practice for different pricing structure for different media like RF, OFC etc.
6. Any other input/information relevant for rationalization of tariff.

Therefore, all are requested to mail the above mentioned information at ambpent@bsnl.co.in / agmbpent2@gmail.com positively by 15.07.2021 for further processing of the said case at BSNL CO.

This has been issued with the approval of the Competent Authority.

AGM (BP-ENT)
BSNL CO, ND