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

BSNL/EB-II/Circle/2009/ (Pt.48)/2-50/157-158

19<sup>th</sup> September 2011

The General Manager (Ent.)  
Gujarat Telecom Circle  
Ahmadabad

**Sub: Proposal of Gujarat Circle for revenue share with EPABX franchisee in respect of Broadband connections under BSNL' Last Mile Services" formerly known as Free EPABX Scheme- case M/s Alok Coop. Society, Valsad for providing Broadband connectivity on EPABX- reg**

Ref: Your office letter No EB-II/Valsad/2011/28

Dated 30.05.2011

This has reference to a proposal sent by Gujarat circle on the above mentioned subject. It was indicated that M/s Alok Coop. society, Valsad, Gujarat requires **broadband combo plan** with free EPABX system under free EPABX Scheme of BSNL. It was indicated that EPABX system shall be provided by circle level EPABX Franchisee, M/s Niket Communications and DSLAM for the Broadband connectivity shall be provided by BSNL. However, as per the present guidelines, DSLAM has to be provided by EPABX franchisee for which 20% of Broadband charges including FMC/Rental Charges/Plan Charges and additional usage charges are shared with the franchisee, subject to a maximum of Rs. 100/- per number.

As per the present guidelines issued for the free EPABX Scheme, the data connectivity is provided by EPABX franchisee subject to the requirement of minimum 100 ports EPABX for individual billed customers. In the above mentioned case of M/s Alok Cooperative Society, Valsad, Gujarat, the customers are less than 90 and hence it has been decided by Gujarat Circle that the DSLAM equipment will be provided by BSNL only and M/s Niket Communications will be providing only voice enabled switch. M/s Niket has given undertaking for letting BSNL use it's EPABX for providing broadband connection.

Presently, there are no guidelines of revenue share for provisioning of Broadband combo plan to the end user in free EPABX scheme. In combo broadband plan, plan charges include monthly telephone /extension charges and broadband plan charges. Further, in the above mentioned case, the DSLAM is to be provided by BSNL. In this regard, Gujarat circle has proposed a revenue share structure between BSNL and EPABX franchisee.

The proposal has been examined in BSNL corporate office and management committee of BSNL has accorded approval in respect of extending free EPABX Scheme with Broadband combo plan to the end users in M/s Alok Cooperative Society, Valsad, Gujarat as a pilot project. In this regard, following revenue share arrangement has been approved:

1. In the case of normal Broadband plan, the franchisee shall get revenue share as per the present arrangement i.e 20% of rental of voice plan. There will be no revenue share payable to franchisee on broadband plan charges/ rental/usage since the DSLAM equipment is to be provided by BSNL only.
2. In case of COMBO Broadband plans, 20% of value of the free voice calls of that particular COMBO plan shall be payable to EPABX franchisee as revenue share. *The value of free calls in Rs. is to be calculated by multiplying No. of Free Calls with MCU Charges as defined in the respective plans.* In this case also, there will be no revenue share payable to franchisee on broadband plan charges/ rental/usage since the DSLAM equipment is to be provided by BSNL.
3. In case of COMBO plans with no free calls, for example Plan 299, payable revenue share shall be 20% of the rental/FMC of lowest voice plan with O/G facility in the particular SSA depending upon Rural/Urban area. This may be applicable in case where the end customer has taken Broadband combo plan in which there are no free calls. For example if Rs.120 plan is the lowest plan with outgoing facility at Valsad/SSAs, where this scheme is to be presently implemented, 20% of Rs.120 per connection shall be given to the vendor.

It is requested that all circles should go through the scheme and send their comments. If similar requirements also exist the detailed proposal of the same may be sent for the consideration in this office so as to make it a regular revenue stream in all the circles.



**(Navneet Chouhan)**  
**DGM (EB-II)**

**Copy to:**

1. The CGMs, All Telecom Circles / Metro Districts, for information and necessary action please.
2. The GM (Enterprise-Circle), All Telecom Circles/ Metro Districts, for information and necessary action please.