

Broadband Cell
BSNL Corporate Office
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Bharat Sanchar Bhawan, Janpath
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भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

No: 64-106/S&M-CFA/2010

Date: 13.03.2012

To
Chief General Managers
All Telecom Circles/ Districts

Sub: EOI for Appointment of Exclusive CFA Franchisee.

Ref: 1) 64-106/S&M-CFA/2010 Dated 31.05.2010
2) 64-106/S&M-CFA (Pt-I) dated 04.10.2010

This office has noticed that very few circles have appointed the CFA franchisees and that also for around fifteen territories only. This delay in appointment of CFA franchisees is severely affecting the sales of CFA products.

To counter this situation competent authority has approved the following measures:

- 1) Circles should float EOI within next 15 days and finalized & complete appointment of CFA franchisee in 4 months.
- 2) Circles may have addendum agreement with existing CM franchisees for 6 months or till new CFA franchisees are appointed, whichever is earlier.
- 3) Circles may use the same PBG of CM franchisees for CFA franchisees on combined basis with proper clause incorporated in the addendum agreement for interim operations.

Circles should follow the above mentioned measures and send a detailed report to this office on e-mail id broadbandbsnlco@gmail.com and Fax no. 011-23734284 & 23037108.

(Anil Jain)
Sr. GM (NWP-BB)