



No. 1-1/2020-R&C [CFA]

Dated: 24 -11-2020

Circular R&C-CFA No. 57 /20-21

Subject: Bundled SIP Trunk &PABX Plans for SMART OFFICE OFFERING for Small, Medium & large Business Segments.

1. To cater the enterprise customers who are opting SIP Trunk & PABX services (through PABX Franchisees under BSNL's "Open Policy on free EPABX") from BSNL, Competent Authority has decided to offer bundled SIP Trunk & PABX Plans for SMART OFFICE OFFERING for Small, Medium and large segment businesses as follows:

a. Small Business Segment: A Small business Segment customer may select any combination for SIP Trunk configuration & PABX configuration from following Table-A & Table-B respectively:

TABLE-A (SIP Trunk Configurations for Small Business Segment)

Concurrent Channels (CC)	Total Monthly Free calls (Local+STD) in Rs.	Total No. of Free DIDs @ 2DIDs/CC	Monthly SIP Trunk Charges (In Rs.)
10	8500	20	6000
20	17000	40	12000
30	24000	60	16500
40	32000	80	22000

TABLE-B (PABX Configurations for Small Business Segment)

No of Analog Voice Port	No of IP Voice Ports	Managed data Ports	Total Monthly Rental for PABX Ports (In Rs.)
32	8	4	6800
64	16	4	9300
96	24	4	10800

b. Medium Business Segment: A Medium business Segment customer may select any combination for SIP Trunk configuration & PABX configuration from following Table-A & Table-B respectively:

TABLE-A (SIP Trunk Configurations for Medium Business Segment)

Concurrent Channels (CC)	Total Monthly Free calls (Local+STD) in Rs.	Total No. of Free DIDs @ 4DIDs/CC	Monthly SIP Trunk Charges (in Rs.)
60	36000	240	33000

Concurrent Channels (CC)	Total Monthly Free calls (Local+STD) in Rs.	Total No. of Free DIDs @ 4DIDs/CC	Monthly SIP Trunk Charges (In Rs.)
100	45000	400	40000
120	54000	480	48000
150	67500	600	60000

TABLE-B (PABX Configurations for Medium Business Segment)

No of Analog Voice Port	No of IP Voice Ports	No. of Managed data Ports	Total Monthly Rental for PABX Ports (In Rs.)
112	32	24	16800
144	32	24	18720
176	48	24	23520
208	48	24	25440
272	64	48	36480
336	64	48	40320
400	96	48	49920
464	96	48	53760

- c. **Large Business Segment:** A Large Business Segment customer can opt for option for no. of concurrent channels from following Table-A and more than 96 PABX ports based on Table-B as per requirement:

TABLE-A (SIP Trunk Configurations for Large Business Segment)

Concurrent Channels (CC)	Total Monthly Free calls (Local+STD) in Rs.	Total No. of Free DIDs @ 4DIDs/CC	Monthly SIP Charges (in Rs.)
180	125000	720	125000
240	150000	960	150000
300	175000	1200	175000
360	200000	1440	200000

TABLE-B (Basic Configuration for PABX Ports for Large Business Segment)

Type of Port	Multiple in which Ports to be subscribed	Rental Charges/Port/Month (In Rs.)
Analog/Digital Voice Port	16	60

Type of Port	Multiple in which Ports to be subscribed	Rental Charges/Port/Month (In Rs.)
No of IP Voice Ports	16	180
Managed data Ports	8	180

- Beyond above mentioned Free DID's, extra DID's required by the customer shall be provided @Rs 10/- per DID up to total 10 DID's per concurrent channel.
- Call charges (Local+STD) in Rs. per minutes, as mentioned below, shall be applicable for all above business segments:

Call charges (Local+STD) in Rs per Minutes			
60 Sec. Pulse	30 Sec. Pulse	15 Sec. Pulse	1 Sec Pulse
0.6	0.7	0.8	0.9

- SIP Trunk with concurrent channels less than 50 (small business segment) will be given on FTTH with static IPv4 address. For this, the Customer can either opt for a new FTTH connection of suitable plan with static IPv4 address (**mandatorily from BSNL**) or upgrade existing BSNL FTTH connection to suitable plan with static IPv4 address. There shall be no revenue sharing between BSNL and PABX Franchisee on the charges for this FTTH connection.
- For SIP trunk with concurrent channels above 50 (medium & large business segment), backhaul shall be provided through Gold class MPLS VPN. The above mentioned monthly SIP charges under medium & large business segment in all inclusive.
- If the customer takes any additional connectivity i.e. FTTH/MPLS/ILL etc. from BSNL then there shall be no revenue sharing between BSNL and PABX Franchisee on the charges for this additional connectivity.
- Revenue share for BSNL and PABX Franchisees shall be as per agreement entered between BSNL and PABX Franchisees under "Open policy on free EPABX" vide letter No. BSNL/EB-II/PABX/2016 dated: 09.12.2016 and its subsequent letter/amendments from time to time.
- All other terms and conditions shall remain same as per earlier circulars for SIP Trunk Services & agreement entered between BSNL and PABX Franchisees under "Open policy on free EPABX".
- The circles shall ensure to comply with all regulatory requirements.
- All the above mentioned charges are exclusive of GST.
- The above instructions shall be effective after three days from date of issue of this circular.
- This circular is issued based on the approval of Competent Authority in CFA Cell File No. BSNLCO-CFAO/11(11)/7/2020-CFA. For any queries/clarification in this regard, matter may be taken up with CFA Section, BSNL Corporate Office, Janpath, New Delhi-110001 (Phone No. 011-23710497 & Fax No. 011-23734052).



AGM (RM-I) - CFA [LA]

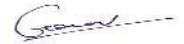
To,

All Head of Telecom Circles /Metro Districts/ITPC, Pune, BSNL.

Copy to: -

1. CMD, BSNL.
2. Director (CFA / CM / ENT / HR / FIN), BSNL Board.
3. CGM, NCNGN- for information.
4. All Tariff committee members [GM (NWP-CFA)/GM (CFA)/Sr.GM (Finance-CFA)], BSNL C.O.
5. GM (CFA), CO BSNL w.r.t. case mark: BSNLCO-CFAO/11(11)/7/2020-CFA carrying the approval of the Competent Authority in the matter.
6. PGM (EB-II), BSNL C.O. for necessary action please.
7. GM (CIT), CO BSNL – for adequate publicity and marketing of the service.
8. AD OL, BSNL C.O for Hindi version.
9. CGM (ITPC), BSNL (Pune) for necessary changes in CDR/billing systems.
10. CGM (BBNW), BSNL, CTS Compound, Netaji Nagar, New Delhi-23.
11. GM (BBNW), BSNL, Bangalore NOC, East Telephone Exchange Building, Lazar Road, Near Bangalore east Rly Station Bangalore.

12. Director General P&T audit, Shyam Nath Marg, Near Old Secretariat, Delhi-110 054.
13. Secretary, TRAI.
14. Guard File.



DM (T&C) - CFA