



EBU/TN/P1/EMP/CP/2012-13/ 28

10 September 2012

To
The principal General Manager/General Manager
BSNL Tamilnadu Circle
All SSAs

Sub: Extension of empanelment of Channel partners

The empanelment period of the following channel partners have been extended for one year from August 2012 as per the approval of CGM, Tamilnadu circle.

S#	Channel partner	Tier	Contact person s/shri	Designation	Mobile	mail ID
1	M/s Micro plus Networking Solutions Private Limited	Tier 1	A. Anilkumar	Manager operations	9840952700	anil@microplusinfo.co .in
2	M/s Vitsa infotech Private Limited	Tier2	Nagarajan	Managing Director	9444328791	nagarajan.thiagarajan @vitsatech.com

- **Tier 1 Channel Partners** - Empanelled for Sales and Marketing of BSNL Voice and Data services to Silver customers. In addition, Tier I CHANNEL PARTNERS may also be engaged for supply, configuration and maintenance of customer's end equipments, their network on LAN / WAN etc.
- **Tier 2 CHANNEL PARTNERS**- Empanelled for Sales and Marketing of BSNL Voice products. In addition, these CHANNEL PARTNERS will also be allowed to deal in a limited range of data services (e.g. 2G and 3G data cards, broadband services etc.).
- A prospective Tier 1 or Tier 2 Channel Partner (Tier 2 CHANNEL PARTNER) shall be a direct supplier of hardware and telecom products (e.g. Computer systems, Servers, Routers, EPABX systems etc.) to Silver customers.

It is requested that services of the channel partner may kindly be utilized for enhancing the business with silver customers. Compliance report may kindly be sent to this office for silver business grabbed utilizing the channel partners.


(L. KRISHNAMURTHY)
Assistant General Manager (Enterprise Business)