



No. 27-15 / 2011-S&M-CM

Date: 08.06.2011

To,

The Chief General Manager,
All/Telecom Circles/Districts
BSNL

Subject: - EOI for franchisee-ship-relaxing the standard

Despite lot of efforts by circles, limited number of territories could be filled & majority of them are still lying vacant. To fill-up these vacant territories, competent authority has approved that if franchisees territories remain vacant after first round of EOI, then CGM's are authorized for the following relaxations:

1. **Conversion of franchisee Territory:** As per the local need of the circle, "A" type territory may be converted in to either B or C type territory and B type territory may be converted into a C type territory, without re-demarcation of the area territories. Dimensioning of franchisee territories defined at para D of section 2: Eligibility criteria of franchisee Sales and Distribution Policy-2009, stand relaxed to this extent but with the approval of circles Head only.
2. **Relaxation on office Space:** - Depending local conditions in a city, to relax the "requirement of office space" up-to minimum 120 sqft. with reasons recorded in file and may be after recommendation of a committee consisting of GM(S&M), DGM(Fin) and one DGM from Civil wing or from maintenance/project circle, as per availability.

(Upendra Bakolia)
DGM (Sales & Mktg.-CM)

Copy to:

1. CMD & all Directors, BSNL Board.
2. CGMs of Maintenance Regions/Project circles