



64- 253/2018/NWP-BB/FTTH

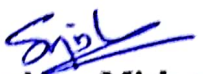
Dated: 03.05.2019

To,
The CGM
All Telecom Circle / Telecom District.

Subject: Leasing of Bharat Dark Fibre for FTTH business model case IV channel partners (TIP/RWA/Builder/MSO/LCO).

1. BSNL CO has received proposals from some circles regarding leasing of Bharat Dark Fibre for FTTH business model case IV channel partners (TIP/RWA/Builder/MSO/LCO).
2. The proposal have been examined at BSNL CO and following has been approved:
 - i. Single BSNL Dark Fibre may be leased out to Case IV FTTH channel partners of BSNL @ 2% per Km Length as additional revenue share to BSNL which will be over and above agreed revenue share to BSNL under case IV business model .
 - ii. If the total annual (cumulative of 12 months) amount of additional annual revenue share [@ 2% per KM] is less than Rs.20, 000/- per KM, which BSNL will get in the form of charges of Dark Fibre for single fibre/Km/Annum then the remaining balance amount [Rs. 20,000 – Total Annual additional revenue share @ 2% per KM] shall be taken from channel partner. However, if the amount is more than Rs. 20,000 in one year, the same shall be retained by BSNL. If, channel partner denies for payment of difference charge, CGMs are authorised to withdraw the leasing of Bharat fibre.
 - iii. Terms and Conditions of leasing of Dark Fibre
 - a. Before providing of dark fibres to TIP/Builders/MSO/LCO, BSNLs own future requirement shall be kept in mind by circles.
 - b. Dark Fibre shall be leased in the multiple of 1 KM and minimum period of commitment for hiring of fibre is one year.
 - c. Charges of Joint closers, splitters & splicing will be borne by the Channel Partners.
 - d. NTR Cable & main route cable shall be not be shared with channel partner.
 - e. Leasing of Fibre between two joints without any additional joints shall be encouraged to avoid multiple joints.

- f. Leasing of dark fibre of 6/12 Fibre cable/Main Route will be avoided normally. However, if it is required then it will be given keeping in view of the interest of BSNL only.
 - g. Provision of heavy penalty/Termination of agreement shall be made by circles in case of misuse / unauthorised use of dark fibre by Case IV business partner is reported.
 - h. The CGMs shall nominate nodal officers during implementation of leasing of dark fibre. Also, there shall be periodic and surprising checking/visit of these officers time to time for misuse of leasing of dark fibre and ensuring the proper amount of revenue share to BSNL from this agreement.
 - i. The proposed leasing of dark fibre will be applicable to existing as well as new channel partners under revenue share case IV model.
 - j. Over all BSNL interest shall be protected.
3. This has the approval of CMD BSNL Board.


(Sushma Mishra)
GM (NWP-BB)