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भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

Dated 06.04. 2023

To

**The Chief General Managers
Territorial circles/metro districts
Bharat Sanchar Nigam Limited**

Subject: Policy for Incentives to BharatNet Partner/BharatNet Udyami's for providing FTTH connections.

Ref: BSNL CO letter Nos BSNLCO/NPBB/11(13)/2/2020-NWP-BB-BSNL CO dated 30.09.2022, 07.10.2022, 17.10.2022, 04.01.2023, 06.01.2023 and 17.01.2023.

This is in continuation of the above referred letters, following incentive policy for BharatNet Udyami for Utilisation of BharatNet Network is issued.


- a. The Capital Incentive is revised to Rs 4700 (Rs 4720) from Rs 4500 (Rs 4484).
- b. Partner (BNU) shall get Rs 2500 (plus GST) as **upfront incentive**, at the time of activation.
- c. In place of Rs 236 (200 + GST) per quarter for one year, the BNU shall get quarterly retention incentive @ Rs 150 plus GST per connection per quarter (for connections with zero outstanding i.e. last issued bill is paid on last day of the month) for TWO years as per point (f) below.
- d. **An additional one time incentive** of Rs 300 (plus GST) per connection shall be payable for all connections (with zero outstanding i.e. last issued bill is paid on last day of the month), in case the BNU achieves the target of minimum 50 connection per OLT as illustrated in point (e) below.
- e. Minimum 50 connections/OLT at the last day of month in which 120th day, from date of integration of OLT, is falling. if an OLT is integrated on 12th April, the 120 days will be completed (18+31+30+31+20) on 20th August. So the partner (BNU) needs to provide minimum 50 connections by 31st August for getting additional incentive of Rs 300 +GST per connection, for all connections provided in this period. For special incentive, only zero outstanding numbers (i.e. last issued bill is paid on last day of the month) will be counted. The special incentive will be payable in invoice published for Sep month ie payable in Oct month.
- f. Eligibility for quarterly retention incentive: Minimum 50 connections/OLT shall be working. The retention incentive shall be payable only for those working numbers, which have zero outstanding i.e. last issued bill is paid on last day of the month.

Thus total incentive shall be Rs 2500 (plus GST)+ Rs 300 (plus GST)+Rs 1200 (150 X 8) +Rs 216 (GST on 1200) . ie Rs 2950+354+1416 = Rs 4720 .

Note:

- i) There will **not be any condition of minimum 30% connection** under six month commitment plan of Rs.1999 or higher
- ii) **These incentives will be applicable on connections activated on or after 11th April'2023 only.**
- iii) **However**, for uniformity in **quarterly retention incentive**, the condition of 70 number is revised to 50 connections. As a last one time relaxation, all OLTs integrated before 01.01.2023, the 50 connections loading shall be achieved by 30.04.2023. For OLTs integrated on or after 01.01.2023, 50 connection loading shall be achieved in 120 days in the same manner as per OLT integrated after 11.04.2023.
- iv) **These incentives will however include all OLTs installed before or after 11th April'2023.** This means that an OLT (which meets criteria, irrespective of its date of integration) may have connections activated before or after 11th April'23.
- v) Connections activated after 11th April'23 will get above incentives and connections activated before 11th April'23 will get previously prevailing due incentives only.

This is issued with the approval of Director (CFA) BSNL Board.


(Ashutosh Jain)
GM(BharatNet Utilisation)

Copy to:

1. CMD, BSNL for kind information please.
2. Dir(CFA)/Dir(EB)/Dir(CM)/Dir(Fin) for kind information please.
3. CGM(BBNW)/ CGM(ITPC) for information & Necessary action.
4. Head Bharat Net, BSNL CO