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Addendum to the Policy issued vide No. 27-1/2017-S&M-CM/25 Dated 16.04.2018 for Opportunity to become e-SIM distributor-online SIM selling distributor of BSNL.

No. 31-2/S&M-CM/2018-19/05

Dated: 31.07.2018

Opportunity to become "Corporate Sales Partner" (CSP) of BSNL

1. BSNL invites application from eligible firms for registration as "Corporate Sales Partner" (CSP) for selling BSNL products through their retail sales network.
2. CSPs will be allowed to sell SIM, FRC, CTOP-UP, and any other BSNL/partner products as required.
3. For the purpose of engagement of CSPs, all the terms and conditions of the Online SIM selling/ e-SIM Distributor Policy referred above shall be applicable.
4. Eligibility condition (Clause 6) shall be read as below:

Clause 6. ELIGIBILITY REQUIREMENTS:

6.1 It should be an Indian registered proprietorship firm, partnership firms or company.

6.2 The company should not have substantial equity stake (10 % or more) in & of any Basic services/Cellular services/Internet services/Unified Access services/National Long Distance services operating company (s) in India.

6.3 The company should not be a Licensed Service Provider to provide Basic services/Cellular Services/ Internet services/ Unified access services/NLD services anywhere in India

6.4 It should have a turnover of Rs. 10 crores for Cat-1 Online SIM distributor and Rs. 15 crores for Cat -2 & Rs. 20 Crores for Cat-3 Online SIM distributor during the last financial year.

6.5 It should have a minimum of one year experience of selling services to customers through established sales network of at least 50 people during last three years.

5. Sale of CTOP-UP shall be governed by terms and conditions of e-Distributor policy issued vide no. 27-2/2017-S&M-CM/15 dated 10.01.2018.
6. For sale of any other BSNL/ partner products, commission/ discount / margin shall be decided on case to case basis.

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31/07/18