



No. 13-1/2010-IDC/IT

Dated: 17.09.2018

To,

Chief General Managers
All Telecom Circles and Metro Districts
BSNL.

Subject: New policy of BSNL for Selling IDC services.

1. Presently BSNL is providing IDC services through Internet Data Centers installed by Revenue Share Partners namely M/s NxtGen and M/s CtrlS. The Data Centers at Mumbai, Ahmadabad and Faridabad are operational and are being maintained by M/s NxtGen. The Data Centres installed at Ludhiana, Ghaziabad and Jaipur provided by M/s NxtGen are under cold shelf. The internet data center at Chennai is being maintained by M/s CtrlS.
2. Following services are normally offered through Internet Data Center (IDCs) :
 - i. Hosting (Shared as well as dedicated)
 - ii. Co-location
 - iii. Managed IT Services
 - iv. Cloud Services.
3. Recently, need has been felt to empanel more partners for providing Data Center Services in view of the increased business potential. Due to Digital India programmes of Govt. of India and smart city projects being rolled out by state Govt.
4. In view of the above, Management Committee of BSNL has approved Open policy for selling IDC services by intending partners with BSNL. The salient features of the open policy are as mentioned below:

4.1 Empanelment of Data Center Service Providers on revenue share basis:

- (i) Circles are hereby authorized to provide services through empanelment of Data Center Service Providers (DSCP) available in the market to ensure that new business opportunities are not lost.
- (ii) Circles may finalize their own terms and conditions for empanelling such DCSPs as per the business requirement. However following shall be considered while finalizing the same:-
 - a) The company should be registered/incorporated in India.
 - b) The company should have a minimum annual turnover of INR 50 Crores each year during last 2 years.
 - c) The company should be ISO 9001:2015/SEI CMMI level 4 certified.
 - d) The company should have at least 2 data centers of minimum 25,000 square feet each in India.



- e) Data centers should be minimum of Tier 3 type and preferably Tier 4 type
- f) Data centers should be ISO 27001 certified.
- g) Suitable agreement including NDA at circle level should be done.

- h) End customer prices shall be fixed up on case to case basis depending on the market conditions. A governing body with representations from BSNL and partner DCSP be constituted for the purpose of deciding offerings to end customers.
- i) DCSP shall ensure to provide the services from the IDCs so set up within the ambit of government rules and regulations only, applicable from time to time. Any monitoring system required for meeting such requirements shall be provided by Data Center Service Provider.
- j) Various security guidelines issued time to time by BSNL and Govt of India shall be complied by DCSP.
- k) Building Security should be 24x7x365 and entry to the IDC via exclusive entrance.
- l) Suitable amount of PBG for empanelment and/or back to back PBG on case to case basis be taken.

- (iii) In the existing IDCs, BSNL has invested on creation of Electrical and Civil Infrastructure. Through empanelment of DCSPs, all such resources of Data Center setup will be borne by the engaged partner and hence no CAPEX or OPEX will be incurred by BSNL. Typical BSNL margin in this case shall be 15%.
- (iv) However, CGMs are authorized for further increase in BSNL margin based on market scenario, value of contract, end customer demand for other telecom services of BSNL. However, in case of decrease in BSNL Margin, case with justification shall be sent to ECT-EBU BSNL Corporate office for approval.
- (v) Empanelment of such DCSP shall be with the approval of Circle heads only. No further sub-delegation shall be done.

4.2 Utilizing existing telecom installations

- (i) With the installation of NGN or other new technology switches, lot of air conditioned (A.C.) space in various telecom installations has been rendered spare.
- (ii) All the circle CGMs are hereby authorized to offer co-location services in these telecom installation as per existing tariffs. Circle CGMs are authorized to offer the discount upto 25% based on the competition etc.
- (iii) Such building should not be very old and should be appealing to the customers.
- (iv) If possible such building be chosen which are fed from two different Power houses.
- (v) DG sets in standby mode should be available
- (vi) Such buildings should be connected on the OFC ring and should have 24x7 securities.

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BHARAT SANCHAR NIGAM LIMITED
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(vii) Each circle should identify at least one telecom installation for offering such services.

5. **Floating new EOI for providing services from IDCs under cold shell**

As IDCs at Ghaziabad, Jaipur & Ludhiana are in Cold Stage since long, hence it has been decided that the settlement shall be worked out with M/s NxtGen so that the existing set up can be freed and reutilized by BSNL for allowing new partners to set up data centers or utilize the space for other purposes.

6. This is for the information and necessary action for all concerned please.

7. This issues with the approval of Dir(CFA), BSNL Board.


(A.A. Khan)
AGM (IT-CFA)-II

Copy to:

1. PPS to CMD BSNL for kind information please.
2. PPS to Director (CFA)/Director (Ent)/Director (CM)/ Director (Fin) for kind information please.
3. CGM BBNW for kind information and n/a please.
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