

**Leased Circuits Cell**  
Bharat Sanchar Nigam Limited  
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**भारत संचार निगम लिमिटेड**  
( भारत सरकार का उपक्रम )  
**BHARAT SANCHAR NIGAM LIMITED**  
(A Govt. of India Enterprise)

No. BSNLCO-LC/13(21)/1/2020-LC-Part(2)  
To,

Dated: 13.04.2021

The Chief General Managers  
All Telecom Circles/ Metro Districts.

**Subject: Clarification/ modification in the Policy guidelines dated 02.11.2020-reg.**

**Ref: L.No.** (i) BSNLCO-LC13(21)/1/2020-LC-BSNL-CO dated 02.11.2020 .  
(ii) BSNLCO-LC/13(21)/1/2020-LC dated 27.01.2021.

The policy guidelines for providing last mile connectivity for provisioning & upgradation of leased circuits through FTTH Policy, 4F/6F overhead OFC laying OPEX model & free band RF Modems OPEX model (10Mbps) were issued vide this office letter under reference at (i) and subsequent modification issued vide letter dated under reference at (ii).

The following cases have been received from the Circles for clarification regarding the policy guidelines.

1. Gujarat circle vide its letter dated 03.3.2021 has informed that in some SSA, Vendors are not agreeing to this model and have asked to pay Rs.25000/- in first year and then Rs.8000/- per year for next 4 years i.e. total Rs 57000/- which is less than what is agreed by the BSNL for a span of five year period. Gujarat circle has requested that the proposal may be agreed, or CGMT may be authorized to decide the model within a limit of Rs.60000/- per km for five year.
2. Punjab Circles have requested to revise the present indicative rate to basic rate after deduction of GST, license fee and BSNL margin @ 15% as per calculation given in their letter dated 04.3.2021.
3. UP(East) circle vide its letter dated 20.2.2021 has intimated that only single vendor has quoted the rates for 4F/6F which is higher side of the rates communicated by this office and for RF modem rates quoted by two vendors are also on higher side and has sought guidelines in this regard.
4. Uttrakhand Circle vide its letter dated 10.3.2021 has informed the rate of L-I bidder for RF model which is quite high for which guidance has been sought by UT circle.
5. MH circle vide its letter dated 11.3.2021 has informed that the L-I rate is Rs. 11500/- for RF modem, however bidder has accepted this rate for Ahmednagar SSA only. MH circle has stated that the present RF Modem rate Rs 12000/- is not viable and has requested to re-consider it.
6. MP circle vide its letter dated 02.3.2021 has informed that they have floated tender twice, however no bid were received and has requested to allow it float the tender at the 20% higher rate of current SOR of Rs. 12000/- per site per annum.

The same queries/suggestions were referred to the standing Committee on the matter. The competent authority has approved the recommendations of the committee and accordingly it clarified that:

i. The rates as mentioned in para 3.1 & 3.2 for 4F & 6F respectively and in para 4.2 for free band RF Modem with aggregated throughput up to 10 Mbps are exclusive of Goods and Services Tax (GST). Similarly, rates in para 4.3 i.e. One time termination charges / One time shifting charges are exclusive of Goods and Services Tax (GST).

ii. The Para 6.0 of Policy guidelines dated 02.11.2021 is modified as below:

"6.0 Above instructions are for clearance of TNF cases where BSNL network is not present. The cost in para 3.1, 3.2 & 4.2 is cost of rolling out last mile for the purpose of commissioning of leased circuits. The cost is to be borne by BSNL fully or partially as justified in the business case for which CGMs shall be the final authority to take the decision. Efforts should however be made to charge the same from the customer additional either as one time charges or annual charges along with bandwidth wherever possible."

iii. The proposal of Gujarat Circle is not agreed to as already a CAPEX model as per BSNL CO letter BSNLCO-LC/15(12)/1/2020-LC dated 11.9.2020 with indicative estimated cost of Rs 25000/- per km for 4F OFC laying exists.

iv. All other cases for revision of estimated costs for 4F/6F and RF modem are not agreed to. The Circles are advised to formulate their strategy keeping in view the provisions contained in para 5.0 of the policy guidelines.

This is issued with the approval of competent authority.

  
(Ramawtar Meena)  
DGM (LC)  
16/11/2021

Copy to:-

1. Dir(Ent) BSNL Board for kind information please.
2. CGM, ITPC, Pune for kind info & n/a pl.
3. PGM(C&M) CMD Sectt. for kind info pl.
4. PGM(EB-I)/PGM(EB-II)/ Sr.GM(Ent-Finance)BSNLCO, New Delhi for kind info pl.