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

BSNLCO-NPBB/11(13)/2/2020-NWP-BB-BSNL_CO

Dated: 11.12.2020

To,
The CGMs
All Telecom Circles/ Telecom Districts/ ITPC/BBNW

Sub: Comprehensive Policy for on-boarding FTTH Channel partner for Lease circuits provisioning/Maintenance under Revenue share basis.

References:

1. No: 64-253/2017/NWP-BB/FTTH Dated 24.09.2018
 2. No: 64-253/2019/NWP-BB/ FTTH dated: 12.04.2020
 3. E-File No: BSNLCO-NPBB/11(13)/3/2020-NWP-BB dtd 05.11.2020
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1. Vide BSNL Corporate letter No 64-253/2017/NWP-BB/FTTH Dated 24.09.2018 policy for provisioning and maintenance of leased circuits and value added services (VAS) by FTTH channel partner on revenue share model was conveyed.
 2. Further vide BSNL Corporate letter No 64-253/2019/NWP-BB/FTTH dated 12.04.2020 modified FTTH policy on revenue share model for FTTH services including leased circuits for upto 500Mtr distance, was conveyed.
 3. Further vide BSNL Corporate letter E-File No: BSNLCO-NPBB/11(13)/3/2020-NWP-BB dtd 05.11.2020 it was conveyed that FTTH Channel partner under the Case-IIA / Case-III A / Case-IVA model only shall be eligible for provisioning and maintenance of leased circuits (on Optical Fiber) on revenue share basis .
 4. Based on queries and inputs received from various Circles, the revenue share to the FTTH Channel partner for provisioning and maintenance of Lease circuits (LC) (includes LC using MPLS/ ILL/ P2P) for more than 500 meters distance for different case models have been approved.
 5. The comprehensive policy for providing leased line through FTTH channel partner has been compiled and is attached as **annexure-A**.
 6. The provisioning and maintenance of LC/ VPNoFTTH /SIP Trunking / ISDN PRI by FTTH Channel partner shall be done in consultation with EB unit of BA/ Circle. EB unit of BA/ Circle shall consider revenue received from EB customer ,SLAs under business obligations and performance of the FTTH channel partner and pros and cons of getting work done through FTTH Channel partner Vis a vis SIs of EB verticals while deciding on provisioning of LC/ VPNoFTTH /SIP Trunking / ISDN PRI by FTTH Channel partner on case to case basis.

7. ITPC shall make provision in the CDR and FMS system for Fixed Monthly Revenue Share to be paid to FTTH Channel Partners for provisioning and maintenance of LC /VPNoFTTH / ISDN PRI and SIP Trunking as per table of para 3 of **annexure-A**, along with completion of work order.
8. ITPC Shall incorporate online fault booking for LC, VPNoFTTH, ISDN PRI and SIP Trunking, SMS triggering to FTTH Channel partner and concerned BSNL Nodal officer, in CDR and FMS.
9. The revenue share shall be settled on monthly basis irrespective of customer billing cycle. ITPC shall make necessary provision in the CDR/FMS.
10. The new rates are applicable w.e.f. 01.01.2021 for all new as well as for all existing Lease Circuits provisioned by FTTH Channel partner as per old agreements.
11. This is issued with the approval of CMD, BSNL.


(Sushma Mishra)
GM (NWP-BB)

Copy to:

CMD(BSNL) for kind information please

DIR(CFA)/DIR(EB)/DIR(CM) for kind information please

PGM(CNO)/GM(CNP)/GM(NWO-BB&IN) for kind information please

Comprehensive Policy for Lease circuits provisioning/Maintenance by FTTH Channel partner

FTTH Channel partners are already providing FTTH connections and have laid infrastructure consisting of OLT, 2F/4F OFC and splitters. Using this infrastructure leased line provisioning & maintenance is an additional business opportunity to the FTTH Channel partners. Following are the additional terms and conditions for provisioning and maintenance leased circuits / leased lines through FTTH Channel partners

1. FTTH Channel partner under the Case-IIA / Case-III A / Case-IVA / Case-V model only shall be eligible for provisioning and maintenance of leased circuits (on Optical Fiber) on revenue share.
2. ONT/ MEDIA Convertor required at customer end shall be provided by BSNL for provisioning of LC. The ONT/Media Converter shall be procured by circle / BA following the procurement guidelines issued by BSNL Corporate office from time to time.
3. The revenue share for LC of initial 500 meters and for more than 500 meters distance for different case models shall be applicable as per the below table:

Sr No.	LC Bandwidth	Fixed Monthly Revenue Share for LC upto 500 Mtr distance. (Rates in Rs)		Monthly Revenue Share for LC of more than 500 Mtr distance. (N= total local lead length in meters from BSNL pick up point to customer end, I=incremental length beyond 500 meters in Mtrs. (Rates in Rs)	
		Case- IIA/IIIA/ IVA	Case-V	Case-IIA/IIIA/IVA	Case-V
A	B	C	D	$F=(C+0.69*I)$	$G=(D/500)*N$
1	Up to 50 Mbps	600/-	300	$600+0.69I$	$0.6*N$
2	51 Mbps to 100 Mbps	1000/-	300	$1000+0.69I$	$0.6*N$
3	101Mbps to 499 Mbps	2000/-	300	$2000+0.69*I$	$0.6*N$
4	500Mbps to 999 Mbps	3000/-	300	$3000+0.69*I$	$0.6*N$
5	1 Gbps and above	4000/-	300	$4000+0.69*I$	$0.6*N$

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For example:

- a. **Case-IIA/IIIA/IVA :** Distance measured through OTDR for a LC of BW 10 mbps is 540 mtrs , the monthly payable amount to FTTH channel partner shall be Rs 627/- ($600+0.69*40$) ; here $I=40$) similarly for 457 mtr, the payable amount shall be Rs 600/-.
 - b. **Case-V:** For distance 480 Mtr the payable amount shall be Rs 300/- and for 540 meter distance the amount payable shall be Rs 324/- ($0.6*540$).
4. The revenue share for case-V model shall also include the cost of replacement of any aerial OFC becoming faulty / damaged due to any reason if any. These rates of revenue share shall also applicable to FTTH channel partners providing and maintaining only last mile connectivity through Overhead (OH) OFC for providing LCs for Enterprise Business Customers of BSNL
 5. The monthly revenue share mentioned includes charges for repair & maintenance of ONT/ MEDIA CONVERTER supplied to EB customers. FTTH Channel partner shall be responsible for repair & maintenance of ONT/ MEDIA CONVERTER at customer premises. Repair & maintenance shall include repair/ replacement of AC adopter and repair of ONT/ MEDIA CONVERTER. However, ONT/ MEDIA CONVERTER shall be replaced by BSNL in case of burnt and repair not possible (RNP) cases. RNP cases shall not be more than 10% of total ONT/ MEDIA CONVERTER (minimum 1 unit or rounded off to nearest integer, whichever is higher) supplied to EB customers through the concerned FTTH franchisee in the SSA. The decision of BA head of BSNL on burnt and RNP cases of ONT/ MEDIA CONVERTER shall be final & binding on the FTTH franchisee.
 6. FTTH Channel Partner shall be encouraged to provide the LC through the BSNL OLT. In case of LC non-feasible on BSNL OLT, Network Manageability of LC has to be ensured by field officer through NOC BBNW, by ensuring partner's OLT access through EMS or NMS before allowing the LC provisioning through FTTH Channel Partner OLT. It shall also be ensured that make of ONT and OLT is same for LC provisioned through FTTH Channel Partner OLT for the ONT visibility through EMS/NMS. The ONT/ MEDIA CONVERTER to customer for LC provided under this arrangement shall continue be on rent / outright purchase through BSNL as per the agreement signed with EB customer.
 7. LC cases of distance beyond 500 mtr from BSNL OFC pick up point to ONT/MEDIA CONVERTER/CPE in customer premises shall be verified by the BSNL field officers for allowing the additional revenue to FTTH channel partner. In case LC is provisioned through FTTH Channel partner OLT, LC cases of distance beyond 500 mtr distance from BSNL OFC pick up point to ONT/ MEDIA CONVERTER/ CPE in customer premises would be verified by the BSNL field officers for calculating the additional revenue to FTTH channel partner. The distance shall be measured by OTDR from BSNL OFC pickup point to ONT in customer premises.



8. These rates given in table of para 3 shall also be applicable for provisioning and maintenance of the all types of Lease circuits (includes LC using MPLS/ ILL/ P2P), VPNoFTTH, SIP Trunking and ISDN PRI by FTTH Channel partner.
9. **SLA for last mile for LC/ VPNoFTTH /SIP Trunking / ISDN PRI provisioned and maintained by FTTH Channel Partners :**
 - 9.1 Fault in ONT and OH/ in building OFC laid/ maintained by FTTH Channel partner shall be attended within 4 hrs in urban areas.
 - 9.2 Fault in ONT and OH/ in building OFC laid/ maintained by FTTH Channel partner shall be attended within 6 hrs in rural areas.
 - 9.3 Fault reported after 17:00 hrs shall be attended next day, and SLA time will be counted from 9:00 hrs.
 - 9.4 Penalty for not meeting SLA conditions: A per hour Penalty @ 1% of monthly revenue share to FTTH Channel partner shall be levied, subject to maximum of 15% of monthly revenue share to FTTH Channel partner. SSA shall calculate penalty for not meeting SLA per LC basis. Decision of BA head shall be final & binding on the FTTH Channel Partner. ITPC shall implement penalty calculation in CDR/FMS.
 - 9.5 If FTTH Channel partner fails to achieve SLA conditions & reaches penalty ceiling of 15% for three consecutive months reaches, then BA head shall review provisioning/ maintenance of the concerned LC by FTTH Channel Partner and shall take necessary action as deemed fit in consultation with EB unit of SSA/ Circle, considering resultant penalties to be paid by BSNL to EB customers for not meeting SLA conditions with EB customer.


(Sushma Mishra)
GM (NWP-BB)