



File NO: 9-53/2012-P&P-CM

dated: 27/9/2012

To

The Chief General Managers  
All Telecom Circles / Metro districts

**Subject: Agreement with M/s Fitech Equipments (India) Private Limited for sale of BSNL SIM cards bundled with M/s FITECH's Tablets.**

**1. Agreement:-**

(i) BSNL has signed an agreement on **25/9/2012** with M/S Fitech Equipments (India) Private Limited {FITECH} for sale of BSNL's SIM Cards after bundling with M/S Fitech products mentioned in table at (iii). The terms and conditions of the proposal for reverse bundling has been finalized and mentioned in the agreement .All field units are requested to take necessary action to bundle the 3G SIM cards with mobile devices as per the process.

(ii) **Products offered by M/S Fitech for reverse bundling:**

a) Tablets

(iii) **Empanelled models:**

S.No.	Product	Model
1.	3G Tablet with SIM Slot	IRA ICON

(iv) **Network Locking:** Only the Network locked devices shall be sold to BSNL's customers. Vendor should ensure locking of devices.

(v) **Branding of devices:-**

- Vendor is supposed to provide its devices in proper packaging as approved by Corporate Office.
- Proper branding of packages of all products/devices will be done as per requirement of BSNL.
- The devices are cobranded by putting name of the vendor and BSNL which will be displayed on the packaging.

**2. Procurement and sale of Devices:** Vendor is free to utilize BSNL's distribution channel in addition to its own distribution channel. The commercial arrangement between franchisees & M/S Fitech shall be the responsibility of M/s Fitech.

3. **BSNL's/Vendor's Distribution Channel:-**

BSNL's franchisees and Vendor's distributors will purchase GSM devices directly from the vendor at the mutually agreed rates. They will sell these devices to end customer as per prevailing market rate only after bundling the specified SIM & SUK with it.

4. **After sale service:** The vendor will be responsible for the warranty & after sale service of GSM devices. In this regard, details of after Sales Service Centers (ASCs) will be provided by vendor at points of sale and also in BSNL call centers.

5. **Commission Structure:**

Commission for the sale of devices will be paid by the Vendor to BSNL franchisees / its own franchisees directly. However, BSNL's distribution channel will get the applicable commission/discount as per the Sale & distribution policy for sale & activation of 2G / 3G services. However, if distribution channel of Vendor work as retailer of BSNL's franchisee, applicable retailer commission should be extended by BSNL's franchisee in such cases.

6. **Process of Bundling handsets:-**

- I. Pre loaded SIM {SUK} will be purchased by the Vendor from BSNL Circle nodal officer and will be bundled with their devices, as per the branding guidelines mentioned above. BSNL offer etc should be mentioned in the **Package by a sticker**.
- II. These Devices will be distributed by M/S Fitech to its distribution channel for selling to the customers.
- III. The packaging, branding, customization, network setting will be the responsibility of device Vendor.
- IV. **Circles will sell the total quantity of SIM cards as per the demand made by the vendor.**
- V. The details of the utilization of SIMs on monthly basis will be provided by the Device Vendor to the Circle units before purchase of the next lot of SIMs.

7. **Monitoring and Control/SPOC:**

The Marketing/sales Cell of Circle will be responsible for 2G /3G mobile devices bundling {as mentioned in iii} .Product & Pricing unit of BSNL Corporate Office will have ownership of 2G/ 3G devices bundling at corporate Office.

8. **Tariff:** Tariff will be applicable as per **letter No: 9-44/2012-P&P-CM, dated: 13/08/2012.**

9. **BSNL Nodal Officer:** - GM(S&M) shall be Nodal officer in the Circle from BSNL side.

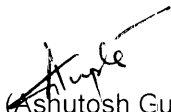
10. **Nodal Officer at Corporate Office:-**

S.NO.	Name	Contact No.	E-mail id.
1	R.S.Shama DM(P&P-CM)	Ph. : 011-23329707 Mob.9968071300	sharmars1370 @rediffmail.com

11. **Nodal Officer of Vendor:** The Nodal Officer of the vendor is as given below:

S.NO.	Name	Contact No.	E-mail id.
1	Shri Amit Sharma	9311402300	amit m @wishtel.co m

12. The Circles shall abide by the monthly targets fixed by the Corporate Office for sale / issue of SIM / SUK etc from time to time.

  
(Ashutosh Gupta)  
Addl.GM (PD-CM)

Encl:

a) Annexure - I (MOU / Agreement with M/s FITECH).

Copy to:

Shri Milind Shah, M/S Fitech for information & necessary action pl.