



**Bharat Sanchar Nigam Limited**

**O/o Chief General Manager,  
Orissa Telecom Circle**

**PART- 'A'**

**NOTICE INVITING EOI (Expression of Interest) for BSNL CFA Franchisee**

**EOI NO. CFA-OR/PMSM-051/2010/11 Dated 24-08-2010**

Sealed EOIs (location wise) are invited on behalf of CMD BSNL by CGM Orissa Telecom Circle for selection of CFA Franchisees for sale of Fixed Access BSNL services and products from eligible and willing parties for various CFA Franchisee territories in different SSAs as mentioned in Table-I below.

**Table -I**

Code of CFA Franchisee Territory	SSA(s)/ Areas covered	Primary SSA/ Area	Class of CFA Franchise territory
ORS - 01	Bhubaneswar , Berhampur and Koraput	Bhubaneswar	Class B
ORS - 02	Cuttack, Dhenkanal_Keonjhar, Balasore and Baripada	Cuttack	Class C
ORS - 03	Sambalpur, Rourkela, Bolangir, Bhawanipatna and Phulbani	Sambalpur	Class C

Code of CFA Franchisee Territory	Class of CFA Franchise territory	EMD Amount (In Rs.)	Cost of EOI Document (In Rs.)	Date of sale of Eoi Document	Last Date & Time for Bid submission	Date & Time of Bid opening
ORS-01	B	1,00,000	520	From 30-08-2010 to 20-09-2010	13 00 hrs of 21-09-2010	15 00 hrs of 21-09-2010
ORS -02	C	50,000	520			
ORS -03	C	50,000	520			

**Eligibility Requirements for BSNL CFA Franchisee-ship for each franchisee territory**

1. All proprietorship firm, partnership firms and company of Indian origin fulfilling following criteria are eligible to apply.

**Turn over:-** Turn over is defined as sales proceed as per audited P&L account, submitted for last two financial years i.e. for 2008-09 & 2009-10. A copy of income tax return should also be submitted along with. For fulfilling eligibility, annual turnover in each of the two years should be as below:

- a. Rs. 40 Lakhs for Class B territory
- b. Rs. 10 Lakhs for Class C territory

## EOI for Appointment of Exclusive CFA Franchisees

**Experience:-** Interested party must be dealing in distribution of products in Telecom or FMCG or Electronic/Electrical goods industries, for last 2 Years.

A detailed product list for FMCG industry is provided in Annexure-A. A wholesale or stockiest business experience in the above categories would not be considered as distribution experience. A copy of certificate from Telecom or FMCG or Electronic/Electrical goods Company/ industry should be attached.

**Space:** - Interested party must ensure office space (carpet area) of size 250-300 sq.ft. For BSNL CFA Franchisee ship operations in commercial area in the primary SSA/ Area. Space is to be ensured within 15 days of LOI for award of CFA Franchisee ship. Requirement of showroom is not there, however, office space needs to be available.

**Exclusivity:-** Parties and their legal heirs partners, sister concerns who may be authorized distributor/ wholesaler/ franchisee/ agent of BSNL's competitor's basic/mobile/ internet service/ products should cease to continue with them forthwith when BSNL's CFA Franchisee ship is awarded to them. If in future or at the time of inspection or agreement if it comes to notice of BSNL that the bidder has failed to discontinue the franchisee ship/distributorship of BSNL's competitors in basic/mobile/internet services/products, that shall be one of the grounds for termination of the agreement forthwith

2. Bid document will be available from 30-08-2010 on any working day, on payment of above mentioned bid document cost (non-refundable) in the form of cash/ crossed bank draft in favor of Accounts Officer (A&P), BSNL O/o C.G.M.T., Orissa Circle, Bhubaneswar.
3. **Submission of EOI:-** Separate EOI should be submitted for each vacant territory and each EOI should be super scribed with "CFA Franchisee-ship for ..... territory (CFA Franchisee Territory code .....)" and it should be dropped in drop box kept in the office of DGM (PMSM-CFA), Room No.321, 3<sup>rd</sup> Floor, Doorsanchar Bhawan, Unit-IX, Bhubaneswar, 751022.
4. **Opening of EOI:** – EOI shall be opened territory wise as per schedule attached, in the office of the DGM (PMSM-CFA), Room No.321, 3<sup>rd</sup> Floor, Doorsanchar Bhawan, Unit-IX, Bhubaneswar, 751022. in the presence of bidders/authorized representatives of the bidders who wish to be present.
5. Fee for EOI Document is neither transferable nor refundable.
6. EOI document may also be sent by Registered Post or delivered in person on the address mentioned by the Circle. The responsibility for ensuring that bids are delivered in time would rest entirely with the bidder.
7. Bids submitted shall be valid for 180 days from the date of opening of bids.