



Bharat Sanchar Nigam Limited
O/o Chief General Manager,
Odisha Telecom Circle

SECTION 'A'

NOTICE INVITING EOI (EXPRESSION OF INTEREST) FOR BSNL FRANCHISEE SHIP
FIRST ROUND EOI

EOI No. OR/CM/EOI/S&D Policy-2012/12-13. DATED 31-01-2013

Sealed EOI (location wise) are invited on behalf of CMD BSNL by CGM Odisha Telecom Circle for selection of Franchisees for sale of BSNL services and products at various locations in following SSAs, from eligible and willing parties for various franchisee areas of SSA as mentioned in Table-I below.

Table –I

EMD	Cost of Eoi Document	Last Date & Time for Bid submission	Date & Time of Bid opening	Name of SSA	Name of Franchisee area	Code No. of vacant Locations in SSA
As per Annexure-M	Rs.1050/-	11.00 hrs of 02-03-2013	11.30 hrs of 02-03-2013	As per Annexure-M	As per Annexure-M	As per Annexure-M

Note- The sale of EOI document will be from 11.30 Hrs to 16.00 Hrs on working days wef 05-02-2013

Eligibility Requirements for BSNL 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: Turnover is defined as sales proceed as per audited P&L account of the firm, submitted for last financial year. A copy of income tax return should also be submitted along with.

- i. Rs.50 Lakhs for A class territory
- ii. Rs.30 Lakhs for B class territory
- iii. Rs.6 Lakhs for C class territory

Experience: Interested firms must be distributor of Telecom / FMCG / Electronics / Electrical products with established retail chain for :

- i. 3 years for class A territory out of last 5 years
- ii. 2 years for class B territory out of last 4 years
- iii. 1 year for class C territory out of last 3 years

A detailed product list for FMCG industry is provided in Annexure-C. A wholesale or stockiest business experience in the above categories should not be considered as distribution experience. A copy of certificate from Telecom or FMCG or other should be attached. In case there is ambiguity in the interpretation of Annexure-C, the decision of Circle Head will be considered final.

Note: DSAs and RDs of BSNL are not allowed to participate. However they may participate in second or subsequent rounds of Eoi wherever no bidder in first round of Eoi. The experience of DSAs/ RDs will be called as telecom experience.

Space: Interested party must ensure office space (carpet area) of size 250 sqft for BSNL franchisee ship within operational area of the territory. Space is to be ensured within 15 days of LOI for award of Franchisee ship.

EOI of "CM-Franchisee Sales and Distribution Policy – 2012"

2. Bid document will be available from AGM(Sales-CM) on any working day, on payment of Rs.1050/- (non-refundable) in the form of cash/ crossed bank draft in favor of Accounts Officer (Cash), BSNL O/o Sr.GM(CM), BJB Nagar Telephone Exchange Cum Administrative Building, Bhubaneswar-14. In case of cash payment the original cash receipt obtained should be enclosed with application.
3. EOI document may also be downloaded from BSNL site www.orissa.bsnl.co.in and cost of document in the form of DD be deposited along with the bid.
4. **Submission of EOI:** – Separate EOI should be submitted for each vacant location and each EOI should be super scribed with "**CM-Franchisee-ship for territory SSA.**" and it should be dropped in drop box kept in the office of Sr. G.M (CM). BJB Nagar Telephone Exchange Cum Administrative Building,, Bhubaneswar-14.
5. **Opening of EOI:** – EOI shall be opened **as per scheduled date and time** in the office of the Sr. G.M (CM). BJB Nagar Telephone Exchange Cum Administrative Building,, Bhubaneswar-14 in the presence of bidders/ authorized representatives of the bidders who wish to be present.
6. Fees for EOI Document is neither transferable nor refundable.
7. EOI document will neither be sent nor be accepted by Post / Courier.