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

No. 27-4/2019/S&M-CM/2

Dated: 30. 01.2020

To,

The Chief General Manager,
All Telecom Circles/ Telecom Districts,
BSNL

Sub: - Relaxation in CM-S&D Policy-2018 for appointment of retired BSNL employee as Franchisee for vacant territories under CM-S&D Policy-2018.

To engage the BSNL retired employees and to make use of experienced BSNL VRS optees, competent authority has approved the following relaxations in CM-S&D Policy-2018, to allow BSNL retired employees to participate in selection of franchisee-ship for vacant franchisee territories under CM-S&D Policy-2018 which remain vacant after two rounds of EOI at circle and could not be filled through empowered committee at SSA as one time measure i.e. up-to **30.06.2020**.

1. A BSNL retired employee having minimum experience of 15 years in BSNL will be allowed to participate in selection for franchisee-ship by the selection committee at SSA level for vacant franchisee territories under CM-S&D Policy-2018 which remain vacant after two round of EOI at circle level and could not be filled through empowered committee at SSA as one time measure i.e. selection of franchisee for the period up-to **30.06.2020**.
2. The requirement of turnover and experience mentioned under **clause E of section-2** of CM-S&D Policy-2018 shall be waived-off for appointment as a franchisee-ship.
3. Requirement of PBG for franchisee territories shall remain same as mentioned under **M (b)** of CM-S&D Policy-2018.
4. Requirement of Office/ showroom space (carpet area) of 200 sq.ft. (**Clause E(c) of S&D Policy-2018**) will be waived off initially for submitting the tender document however after allotment of territory the franchisees have to ensure a show room of 100 sq ft. to 200 sq. ft. area within **six months of issue of LOI**. Show room can be on rental lease or ownership property.
5. Clause no. D(c) to D (f) of CM-S&D Policy-2018 shall be modified and maximum number of franchisee territory permissible to BSNL retired employee in a SSA will be fixed as **one (01)**.

6. In case of application received for a territory from more than one BSNL retired employee, selection criteria/scoring guidelines as mentioned in **para-(M) & para-(N) and related para-(H)** of CM-S&D Policy-2018 is to be modified as given below:-

S. No.	Parameter	Maximum Marks allotted
1.	Years of Experience in BSNL	10
2.	Qualification	10
3.	Years of experience in S&M or Business development in BSNL	20
4.	Interview	10

Shortlisting will be done on the basis of point number 1 to 3 and top three should be called for interview.

a) Weight-age for Experience: - (Total Marks-10)

S. No.	Distribution of experience	Weight-age
1	Fulfilment of Minimum criteria	6
2	Fulfilment of Minimum criteria with Greater than 5 years in excess but less than 10 years in excess	8
3	Fulfilment of Minimum criteria with Greater than 10 years in excess but less than 15 years in excess	10

b) Weightage for Qualification: - (Total Marks-10)

S. No.	Qualification	Weight-age
1	10th	5
2	12th	7
3	Graduate	9
4	PG	10

c) Weight-age for experience for working with S&M or Business Development in BSNL: - (Total Marks-20)

S. No.	Years of experience as on 31.01.2020	Weight-age
1	Up-to 5	12
2	> 5 & up-to 10	16
3	> 10 & up-to 15	20

d) Weight-age for interview:- (Total Marks-10)

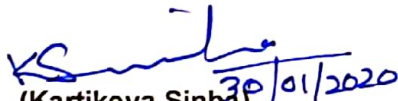
- e) Selection Tie-Breaker:-** The retired BSNL employee with the highest marks out of 50 should be selected. In case of a tie, preference should be given in the order

of higher score for 'Experience', 'Experience in S&M/Business Development' and lastly 'Qualification'.

Note: - However in case of further tie after executing the criteria at para-f above, quantum of experience, quantum of experience and qualification shall be considered for selection of BSNL retired employee as BSNL franchisee-ship. However, BSNL reserves the right to select any of the franchisee based on the committee report after the approval of BSNL CO.

7. Other clauses of Franchisee CM-S&D Policy-2018, i.e. Roles and Responsibilities, Easy exit at SSA level, extension of agreement, cheque facility for stock on credit, Target setting and Performance Management, GST compliance, Penalty, Cross-selling and other general terms and conditions shall be same.

In view of the above, circles/districts are requested to give wide publicity of above relaxation in CM-S&D Policy-2018, amongst BSNL retired employees and make all out efforts so that vacant territories could be filled up immediately and reach of BSNL product/services may be increased.


(Kartikeya Sinha) 30/01/2020
GM (Sales-CM)

Copy to:

1. Director (CM), BSNL Board for kind info please.
2. GM (SancharSoft), ITPC Hyderabad, for kind info. and n/a please.
3. M/s Pyro, for kind info. and n/a please.