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

7-2 / 2008 – EB   **Dated: 04th   November 2008**

To,

The Chief General Manager
Maharashtra Telecom Circle
BSNL
Juhu Danda
MUMBAI

Sub: - BSNL Managed Network Services – Pilot Project

Ref: 7-2 / 2008 – EB Dated: 30th   October 2008

      In continuation of above referred letter regarding launch of BSNL Managed Services, the various action points to be completed have been compiled along with their target date for completion. As mentioned earlier CMD, BSNL will be launching this service at Pune. The tentative data has been fixed on 14th November 2008.

      The details of the services are enclosed as per Annexure ó ÷Aø The actions points to be taken by the MH Telecom circle as well as SSAøs have been mentioned in Annexure ó ÷B. The tariff may not be published in the brochures / web sites / public domain. The modus operandi will be to explain the prospective customers in a proper way. This will be imparted to the BSNL staff and officials dealing with the case in the orientation training scheduled to be held on 10/11/2008 at Pune.

      This is for your kind information and necessary action please.

                               (Sunil Kumar)
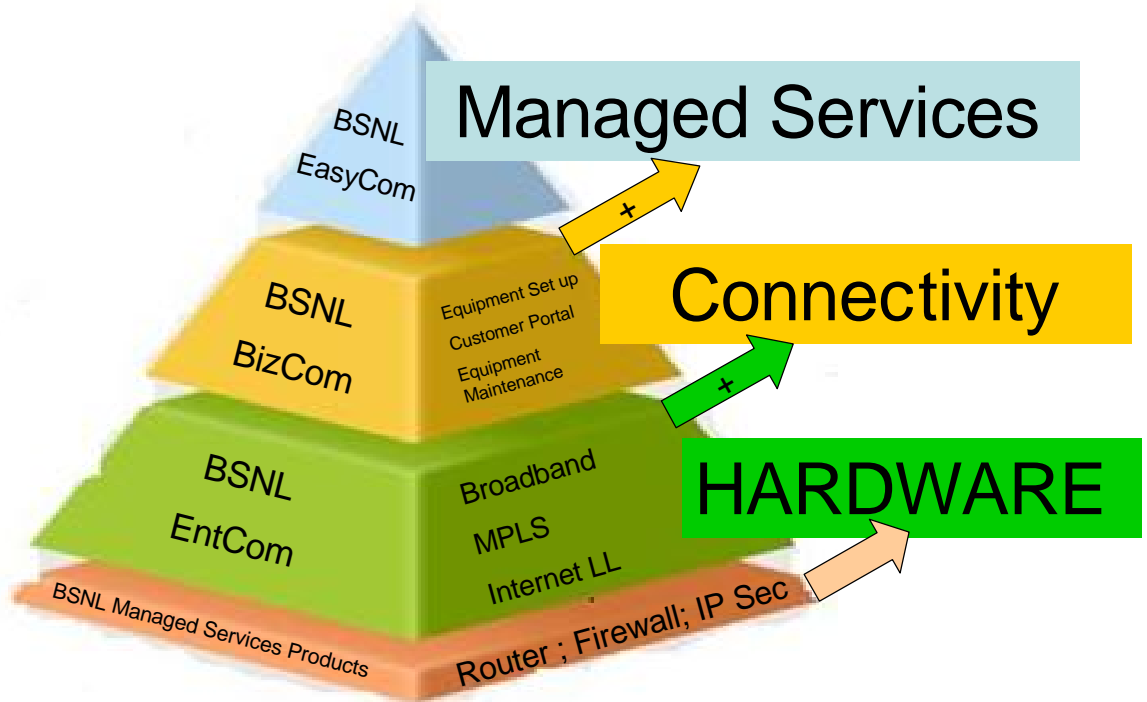   General Manager
                            Enterprise Business

Copy for kind information and N/A to:
1.   CGM Data Network New Delhi
2.   CGM ALTTC Gaziabad.
3.   PGM Pune / GM Nashik GM Aurangabad.
4.   GM BD / Mktg MH Telecom Circle.
5.   GM NOC Bangalore.
6.   GM Commercial / GM Switching BSNL CO.

Regd. and Corporate Office : Bharat Sanchar BhavanHarish Chandra Mathur Lane, Janpath, New Delhi-1,
Website: www.bsnl.in

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BSNL – Managed Network Services

BSNL Managed Services Products

BSNL Managed Network Services is a fully managed **Secured Data services**, providing a truly one-stop and a complete experience that significantly reduces risks and complexities involved in implementing and maintaining a robust IP network. It brings together all of a business' communications needs in an **integrated** offering.

With the promise of an integrated platform with **one-stop convenience and fully managed experience**, BSNL Managed Network Services is an All-in-One comprehensive bundle of hardware, connectivity packages and managed services.

It is a solution that simply, affordably and reliably supports your business.

Comprehensive   **Service**   **Package:**

The "One-Stop" promise delivered by BSNL Managed Network Services is beyond technical integration of the best-in-breed network and hardware setup. It offers truly executable technical and business propositions for your business today. To ensure one stop solution for all connectivity needs, better manageability and accountability, BSNL offers Managed Network Services which includes Enterprise Broadband, Internet and MPLS VPN connectivity as completely managed offering. With an integrated service option, you would enjoy benefit of an SLA backed network services with convenience of being supported by single helpdesk number for your network connectivity, hardware related issues. Other benefits include:

- No CAPEX

- No risk of technical obsolescence

- Scalable according to changing business needs

- One helpdesk number to call for troubleshooting and fault resolution.

- Integrated customer report (Web Based) giving you a complete view of your network.

- End-to-end Turn key Implementation (including CPE)

- Proactive management through state of the art NoC

- Periodic reporting facilitating trend analysis

- Managed Firewall as well as IP Sec

These services are designed for a wide range of environment, from enterprise-scale organizations to small branch offices. The CPE's chosen delivers the performance, availability, and reliability to scale mission-critical needs. Built on a foundation of comprehensive routing and switching management capabilities the Routers installed help maximize the power of your organization's network with unified network services, integrated security, and application intelligence. These Routers are ideal platform for delivering Secure & managed IP connectivity to an organization.

Service Offering   **:** The detailed Service Offerings are as follows. The tariff Plan will be issued by the Commercial Wing, BSNL CO. **The tariff initially not to be included in the brochure.**

SN	1 (a)	1 (b)	2	3	4	5	6	7
Name of the Product	BSNL EasyCom	BSNL EasyCom	BSNL BizCom 64	BSNL BizCom 128	BSNL BizCom 256	BSNL BizCom 512	BSNL BizCom 1024	BSNL EntCom 2048
Type of Target Customers	Existing BB Customers	New BB Customers	SME	SME	SME	SME	SME	SME / Enterprise
Maximum Number of Users Possible in VPN	10	10	50	50	50	50	50	50
VPN Tunels	5	5	50	50	50	50	50	50
Product Description	Ethernet SOHO Security Router	ADSL SOHO Security Router	ADSL/POTS Router with Firewall/IDS and IPSEC 3DES	ADSL/POTS Router with Firewall/IDS and IPSEC 3DES	ADSL/POTS Router with Firewall/IDS and IPSEC 3DES	ADSL/POTS Router with Firewall/IDS and IPSEC 3DES	ADSL/POTS Router with Firewall/IDS and IPSEC 3DES	Dual Ethernet Security Router with ISDN S/T Backup
End Link Modems	BB Modem	Inbuilt with Router	Leased Line Modems	Leased Line Modems	Leased Line Modems	Leased Line Modems	Leased Line Modems	Leased Line Modems
Primary WAN	ADSL	ADSL	64 Kbps MPLS / LL Bandwidth for Connecting Internet / MPLS Cloud	128 Kbps MPLS / LL Bandwidth for Connecting Internet / MPLS Cloud	256 Kbps MPLS / LL Bandwidth for Connecting Internet / MPLS Cloud	512 Kbps MPLS / LL Bandwidth for Connecting Internet / MPLS Cloud	1 Mbps MPLS / LL Bandwidth for Connecting Internet / MPLS Cloud	2 Mbps MPLS / LL Bandwidth for Connecting Internet / MPLS Cloud
Secondary WAN	-	-	ISDN BRI	ISDN BRI	ISDN BRI	ISDN BRI	ISDN BRI	ISDN BRI
Security	Managed Firewall	Managed Firewall	Managed Firewall	Managed Firewall	Managed Firewall	Managed Firewall	Managed Firewall	Managed Firewall
Encryption	IP Sec	IP Sec	IP Sec	IP Sec	IP Sec	IP Sec	IP Sec	IP Sec
Add On Security Features	Available as Add On Features.							
Salient Features	24 X 7 Telephone Support							
	Web Support							
	On line Proactive Monitoring							
	SLA 99% Uptime							
	ISDN Back up Facility Available on select Models							
Bill Payment	Bill Delivery & Bill Collection at Doorsteps / ECS Facility / Online Payment.							
Tarriff per month *	Rs 7999/-**	Rs 7999/-**	Rs 12999/-	Rs 17999/-	Rs 20999/-	Rs 26999/-	Rs 33999/-	Rs 47999/-
Remarks	Easy & Most Economical Way to experience Networking	Business Communications most suited for SME's and Branch offices of Enterprises					Enterprise Comunications most suited for SME's and Enterprieses	
* = Taxes Extra, ISDN Charges Extra; Minimum Gurantee 18 months.								
** = Includes BSNL Landline Connections, Uses Extra.								
Initially three months advance rental to be deposited; Then every quarter three month rental to be paid.								
No Hidden Charges. Customer can return the equipments with in 15 days if not satisfied. Payment will be refunded.								
Equipments will be repaired / replaced in case of equipments fault.								
Customers are not supposed to mishandle the equipments.								
Equipments need stable supply - To be arranged by Customer.								

Annexure – 'B'

SN	Name of the Item	Action to be taken by	Target Date
1	Uploadoing of Agreement Copy with the Channel Partner on Intranet for the information and necessary action by circle / SSA'a	EB Unit BSNL CO	By 05-11-2008
2	Issue of Tariff Orders and Revenue Share	GM Commercial BSNL CO	By 05-11-2008
3	Nomination of Nodal Officer at Mumbai for Overall Coordinations and push in Sales	CGMT MH Telecom Circle	By 08-11-2008
4	Nomination of Nodal Officer in SSA's for Overall Coordinations and push in Sales	PGM Pune / GM Aurangabad / GM Nasik	By 08-11-2008
5	Provision of 64 Kbps MPLS Link to the Channel Partner in Mumbai and provision of necessary rights for Monitoring,	MH Telecom Circle / GM NOC Bangalore	By 08-11-2008
6	Provision of Toll Free Number for BSNL Manged Network Services to be manned by the Channel Partner	GM (MS) BSNL CO / MH Telecom Circle/Channel Partner	By 08-11-2008
7	Designing and Printing of Brochure as per the detials provided by CO. Tariff should not be included in brochure, but to be explained by BSNL / Channel Partner	MH Telecom Circle / PGM Pune / GM Aurangabad / GM Nasik	By 12-11-2008
8	Marketing of Services and Booking Cutomers, who can be called on the Inaugration Ceremeony	Channel Partner / PGM Pune / GM Aurangabad / GM Nasik	By 12-11-2008
9	Orientation Training by BSNL CO / CISCO and the Channel Partner at Pune; Around 30 Particiapnts from Pune; 15 each from Aurangabad and Nasik; 2 to 3 from MH Telecom Circle should participate. Commercail / TRA as well as persones involved in selling of Leased Lines / MPLS / Internet Leased Lines etc.	EB Unit CO / MH Telecom Circle / PGM Pune / GM Aurangabad / GM Nasik	10-11-2008
10	Direct Mailer to Potential Customers by SSA Head. Some Database of Companies have been provided by the Corporate Office	PGM Pune / GM Aurangabad / GM Nasik / Channel Partner	By 08-11-2008

SN	Name of the Item	Action to be taken by	Target Date
11	**Launch of the Project by CMD BSNL at Pune**	**CGMT MH Telecom Circle / PGM Pune**	**1130 Hours 14-11-2008**
12	Booking of Venue Calling the invites Calling Press Back Drop Presntation Arrangement Apart from BSNL, the Launch will be attended by CISCO Heads and the Channel Partner	MH Telecom Circle / PGM Pune	By 12-11-2008
13	Customer Meet at Aurangabad; Training to Staff regarding Marketing and Selling of BSNL Products to Enterprise and SME segments customers. Key Account Management.	CGMT MH Telecom Circle / GM Aurangabad/ALT Gaziabad	3rd Week of November
14	Customer Meet at Nasik; Training to Staff regarding Marketing and Selling of BSNL Products to Enterprise and SME segments customers. Key Account Management.	CGMT MH Telecom Circle / GM Nasik/ALT Gaziabad	4th Week of Novemeber
15	Customer Meet at Pune; Training to Staff regarding Marketing and Selling of BSNL Products to Enterprise and SME segments customers. Key Account Management.	CGMT MH Telecom Circle / PGM Pune/ALT Gaziabad	2nd Week of December