

**ENTERPRISE BUSINESS UNIT
TAMILNADU TELECOM CIRCLE**
No. 60, Ethiraj Salai, (4th Floor)
Egmore, Chennai – 600008.
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भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

EBU/TN/CP/Correspondence/2011-12/ 5

08 September 2011

To
The Principal General Manager/General Manager
BSNL, Tamilnadu circle
All SSAs

Sir,
Sub : Channel partners to BSNL, Tamilnadu Circle

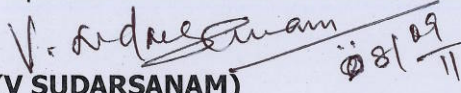
Enterprise Business, BSNL, Tamilnadu circle has renewed the empanelment of the following channel partners to one year from the date of signing of the agreement.

The channel partners are empanelled for Sales & Marketing of BSNL Voice and Data Services. Tier 1 CPs' will be primarily engaged in the Sales and Marketing of BSNL Voice and Data services to targeted Silver customers. In addition, CPs' may also be engaged for supply, configuration and maintenance of customer's end equipments, their network on LAN / WAN etc.

The contact details of channel partner are given below.

S #	Channel partner	Tier	Contact person S/shri	Designation	Mobile	mail ID	Validity of the agreement
1	SAI INFOSYSTEM(INDIA) LTD	Tier 1	R. Venkatesan	Manager	9380011906	r.venkatesan@saicare.com	11 July 2011 to 10 July 2012
2	M/s Micro plus Networking Solutions Private Limited	Tier 1	A. Anilkumar	Manager operations	9840952700	anil@microplusinfo.co.in	18 July 2011 to 17 July 2012
3	M/s A& T Network Systems Pvt Limited	Tier 1	S Saravanakumar	Head Technology	0452- 4392222, 2522241 9443319890	sales@atnetindia.net	14 July 2011 to 13 July 2012
4	M/s Wipro Limited	Tier 1	S Ezhilarasan	Regional Sales Manager	9840820500	ezhilarasan.mns@wipro.com	1/08/2011 to 31/07/2012

BSNL products and services to be marketed by Channel Partners is enclosed herewith. All SSAs are requested to utilize the services of channel partners for achieving the target.


(V SUDARSANAM)
Assistant General Manager (Enterprise Business)

Annexure - 'A'

BSNL products and services to be marketed by Channel Partners

BSNL products / services	Available for sale through Tier 1 CPs'	Available for sale through Tier 2 CPs'
Voice services <ul style="list-style-type: none">• PSTN• WLL• Mobile / CUG• Blackberry• 3G voice• PRI• Centrex• Voice VPN	✓	✓
Mid-range data services <ul style="list-style-type: none">• Broadband• Data cards<ul style="list-style-type: none">- NIC 1.0x- EVDO- 3G	✓	✓
High-end data services <ul style="list-style-type: none">• MPLS VPN• Internet Leased Lines• Domestic Leased Circuits• Intl. Leased Circuits• VSAT	✓	X
Managed services <ul style="list-style-type: none">• Managed bandwidth• MLLN	✓	X
Other services <ul style="list-style-type: none">• Unified messaging• Web co-location• Surveillance services• Web conferencing• Audio conferencing• Video conferencing• Fleet mgmt. system	✓	X