



No.: 13-2/2011-IDC/IT/VOL III

Dated: 30.12.2011.

**Sub: Tariff Card for Managed Co-Location, Hosted Exchange & Hosted Video Conferencing services to be offered from Internet Data Centers set up on revenue share basis with M/s Dimension Data, regarding**

1. Kindly refer to this office letter no. 13-2/2011-IDC/IT.CFA dated 15<sup>th</sup> July'11 regarding submission of proposals, order collection, Invoicing, payment collection, Reconciliation for IDC services.
2. The Tariff Card for Managed Co-location, Hosted Exchange & Hosted Video Conferencing services to be offered from IDCs setup on revenue share basis with M/s Dimension Data has been decided as follows:-

**2.1 Managed Co-Location Services:-** With managed collocation services customers can house their equipments in a BSNL data center's secure environment, freeing from the burden of maintaining physical assets. Co-location facilities provide space, power, cooling, and physical security for the server, storage, and networking equipment.

Co-location Service		1/2 Rack (Equivalent to 21U)	Full Rack (Equivalent to 42U)	Cage (Equivalent to 5X42U)
Annual Price		Rs. 5.9 Lakhs	Rs. 10.4 Lakhs	Rs. 51.84 Lakhs
(i)	Power upto	1.5 KVA	3 KVA	5x3 KVA
(ii)	Incremental Power	Rs 4320 per 0.5 KVA per Month		
(iii)	Network Ports	10 X1 Gbps	20 X1 Gbps	20 X1 Gbps
(iv)	L1 Remote Hand Support	Rs. 960/Hr Rs. 8000/10 Hrs (Monthly basis) Rs. 22,400/30 Hrs (Monthly basis)		
(v)	Minimum Duration of Contract	1 Year		
(vi)	Power Availability (SLA)	99.98% on annual basis.		

**2.2 Hosted Exchange services:** - It provides the collaborative messaging environment of Microsoft Exchange Server- without the administrative overheads. It reduces expenditure by only paying for the mailbox size that is required for business. It includes shared folders, calendar, tasks -accessible via rich clients and mobile devices.

Hosted Messaging Service		Express	Standard	Growth	Power
Price (mailbox per month)		Rs. 112	Rs 288	Rs 624	Rs 1240
(i)	Email Attachment (MB)	10	10	10	10
(ii)	Default mailbox Size (GB)	2	2	2	2

(iii)	POP 3	Yes	Yes	Yes	Yes
(iv)	SMTP	Yes	Yes	Yes	Yes
(v)	OWA (outlook web access)	Yes	Yes	Yes	Yes
(vi)	Personal Mail Folder	Yes	Yes	Yes	Yes
(vii)	Personal Task	Yes	Yes	Yes	Yes
	Personal Contacts	Yes	Yes	Yes	Yes
(viii)	Personal calendar	Yes	Yes	Yes	Yes
(ix)	Personal Domain	Yes	Yes	Yes	Yes
(x)	Global Address List	Yes	Yes	Yes	Yes
(xi)	Email Disclaimer	Yes	Yes	Yes	Yes
(xii)	Antivirus & Antispam	Yes	Yes	Yes	Yes
(xiii)	Public Folder	-	Yes	Yes	Yes
(xiv)	Shared Folder/ Tasks/ Calendar/Contacts	-	Yes	Yes	Yes
(xv)	Group Scheduling	-	Yes	Yes	Yes
(xvi)	Mobile device access	-	Yes	Yes	Yes
(xvii)	MAPI protocol	-	Yes	Yes	Yes
(xviii)	Rich Client	-	-	Yes	Yes
(xix)	Additional SLA	-	-	Yes	Yes
(xx)	Back up & restore	-	-	Yes	Yes
(xxi)	Unified Messaging	-	-	-	Yes
(xxii)	Blackberry Support	-	-	-	Yes

2.3 **Hosted Video Conferencing Services:** Video conferencing allows customers to communicate with their colleagues, partners and customers in a more engaging and productive manner.

Hosted VC services	Unit Measure	One user	10 users	50 Users	100 users
Prices (INR) Hardware assisted VC with Cisco C20 endpoint	Per month	24,800	235,600	11,16,000	21,08,000
Prices (INR) software assisted VC with HD PC endpoint	Per month	15,360	1,45,920	6,91,200	13,05,600

Specification for the Hosted video conference services are-

Features	Hardware assisted VC	Software assisted VC
End Point	Cisco C20	High Def PC (Branded)
Minimum Bandwidth required*	1 Mbps	512 Kbps
Default IPs	1	1
Collaboration with Messaging platform	MS Outlook/MS Exchange	MS Outlook/MS Exchange & IBM Lotus Notes
Resolution	HD 1080p@30fps	HD 1080p@30fps
Security	Layer 3	Layer 3 with authentication & encryption



Number of Simultaneous locations supported for VC	17	Unlimited
Specific Camera Required	Yes	No, with any camera
Specific Display units required	Yes, preferred	No, run on any display units of all sizes
Free Setup (installations)	Included	Included (for 20 users and above)

\*Bandwidth charges are extra.

3. CGMs of the respective circles are authorized to give discounts upto 30% on the price as in the tariff card to customers depending on the volume of Business/strategic relationship with customer. For extending discounts more than 30% in specific cases, CGMs of the respective circles shall refer the cases to corporate office for prior approval.
4. Before submission of proposal to end customers by BSNL, it shall be ensured that back to back technical proposal is available from M/s Dimension Data for the respective customer.
5. The rates mentioned in the above tariff card are for the IDC services only and do not include charges for bandwidth requirement by the customers. The rate for the bandwidth portion shall be offered by BSNL and circle shall quote them as per the prevailing practice at that point of time.

  
 (Deepak Garg)  
 Addl. GM (IT-CFA)

To,

1. All CGMs- Telecom Circles/ Metro Districts/ Telecom Regions/BBNW Circle.
2. M/s Dimension Data India Ltd.

Copy to:-

1. CMD, BSNL.
2. Director (CFA)/Director (CM)/Director (EB)/Director (Fin)/Director (HR) BSNL Board.
3. ED-Finance/ED (Corporate-Affairs)/ED (NB) BSNL.
4. PGM(EB) BSNL CO
5. GM F - CFA BSNL CO