



No. 27-2/2012-S&M-CM/19

Dated: 06.02.2013

To

The Chief General Managers  
All Telecom circles/ Districts.  
BSNL

**Sub: Empanelment of e-Distributors- regarding**

Kindly refer to this office letter nos. 30-05/2012-S&M-CM dated 20.09.2012, 19.12.2012 and 24.01.2013 vide which approval for empanelment of e-Distributors was conveyed. Reference is also invited to this office letter no. 30-19/2012-S&M-CM(Pt-I)/3 dated 17.01.2013 vide which circles were advised to adhere to the provisions / terms and conditions available in clause No. 1.17 of e-Distributor agreement and Clause 3B(v) of "CM-S&D Policy-2012" which reads as follows:

*Clause 1.17 e-Distributor will not sign agreement for BSNL primary franchisee ship during this agreement period.*

*Clause 3B(v) Existing BSNL franchisee can also apply subject to surrendering of its primary franchisee ship from all the locations before signing agreement.*

It is not possible to verify the compliance of the above two clauses at corporate level while giving approval for e-Distributors. Of late we have received complaints about certain Firms are availing both e-Distributorship and Primary Franchiseeship **which is not permissible as per the current policy**. It is therefore requested that the circles must ensure that above mentioned clauses are satisfied before signing of agreements with the newly empanelled or migrated e-Distributors. In case any violation of the clauses mentioned above come to the notice of the circles after signing the agreement immediate needful as per the policy should be done.

(Upendra Bakolia)  
Addl. GM (S&M-CM)