



Bharat Sanchar Nigam Limited
O/o Chief General Manager,
NE-II Telecom Circle, Dimapur

CORRIGENDUM (I)

SECTION 'A'

NOTICE INVITING EOI (Expression of Interest) for BSNL Franchisee Ship (2ND Phase)

EOI No: CGMT/NE-II/MKGT/S&D POLICY 2018/EOI/2017-18/37 DATED 09.04.2018

Sealed EOI (location wise) are invited on behalf of CMD BSNL by CGMT, NE-II Telecom Circle, Dimapur for selection of Franchisees for sale of BSNL products (as defined in BSNL's CM Sales and Distribution Policy - 2018) and provision of services to BSNL at various locations in following SSAs, from eligible and willing parties for various franchisee areas in different SDCAs of Arunachal Pradesh / Manipur / Nagaland SSA as mentioned in Table-I below which will supercede refer earlier EOI vide No- CGMT/NE-II/MKGT/S&D POLICY 2018/EOI/2017-18/35 DATED 27.03.2018 was uploaded in NE-II Circle web site on 27.03.2018 will be treated as null and void.

Table –I

Name of SSA	Name of Franchisee area	EMD	Cost of EOI Document	Last Date & Time for Bid submission	Date & Time of Bid opening	Code No. of vacant Locations in SSA	Class of Territory
Arunachal Pradesh	Lower Dibang Valley, East Siang & Dibang valley District	Rs 25000/-	Rs.1000/- (inclusive of GST)	01.05.2018 AT 14:00 HRS (REVISED)	01.05.2018 AT 15:00 HRS (REVISED)	ARPESD (N201104)	C
Arunachal Pradesh	Lohit & Anjaw District	Rs200000/-				ARPLOAN (N201105)	A
Arunachal Pradesh	Tirap District	Rs 25000 /-				ARPKON (N201109)	C
Manipur	Imphal West-II	Rs 25000 /-				N202109	C
Nagaland	Mokokchung(Mokokchung, Tuensang,Longleng and Kiphire)	Rs 25000 /-				N203104	C
Nagaland	Zhuneboto	Rs 25000 /-				N203108	C

Note- The sale of EOI document will be from 10:00 Hrs to 17:00 Hrs on working days w.e.f 09.04.2018 at AD(S&M), Office of CGM Telecom, BSNL, 3 rd floor, OCB Exchange Building, Behind Super Market, Dimapur, Nagaland – 797112.

Eligibility Requirements for BSNL Franchisee ship for each franchisee territory

1. All proprietorship firm, partnership firms and company of Indian origin fulfilling following criteria are eligible to apply.

Turn over: Turnover is defined as sales proceed as per audited P&L account of the firm, submitted for last financial year. A copy of income tax return should also be submitted along with.

- i. Rs.50 Lakhs for A class territory
- ii. Rs.30 Lakhs for B class territory
- iii. Rs.6 Lakhs for C class territory

- a. Experience: Interested firms must be distributor/dealer of Telecom / FMCG / Electronics / Electrical / any other products with established retail chain for :
 - i. 3 years for class A territory out of last 5 years
 - ii. 2 years for class B territory out of last 4 years
 - iii. 1 year for class C territory out of last 3 years

A detailed product list for FMCG industry is provided in Annexure-C. A copy of certificate from Telecom/FMCG/Electronics/Electrical/any other products should be attached. In case there is ambiguity in the interpretation of Annexure-C, the decision of Circle Head will be considered final.

Note: DSAs and RDs of BSNL are also allowed to participate in the EOI subject to fulfillment of eligibility conditions.

- b. **Space:** Interested party must ensure office/ showroom space (carpet area) of size 200 sqft for BSNL franchisee ship within operational area of the territory. CGMs are authorized to relax the space up-to size 120 sqft as per local need. However it should be clearly mentioned in Eoi document. Space is to be ensured within 15 days of LOI for award of Franchisee ship.

2. Bid document will be available from Sales & Marketing Section on any working day, on payment of Rs.1000 (non-refundable) in the form of cash/ crossed bank draft in favor of Accounts Officer (Claim), BSNL O/o CGM NE-II Telecom Circle, Dimapur.
3. EOI document may also be downloaded from BSNL site <http://www.ne2.bsnl.co.in> and cost of document in the form of DD be deposited along with the bid.
4. **Submission of EOI:** – Separate EOI should be submitted for each vacant location and each EOI should be super scribed with “CM-Franchisee-ship for territory SSA.” and it should be dropped in drop box kept in the office of CGM,NE-II Telecom Circle, Dimapur.
5. **Opening of EOI:** – EOI shall be opened area wise as per schedule attached, in the office of the CGM, NE-II Telecom Circle, Dimapur in the presence of bidders/ authorized representatives of the bidders who wish to be present.
6. Fee for EOI Document is neither transferable nor refundable.
7. EOI document will neither be sent nor be accepted by Post / Courier.