Sub: **Enlisting of FTTH Partners with BSNL Under Revenue Share Business Model**-reg.

BSNL, Chennai Telephones, is in the Process of Enlisting New Vendor Agencies for providing Voice & Broadband Services thru Optical Fibre Cable Connectivity to Individual Homes (FTTH) on Revenue Share Basis ( 50:50)

Interested Agencies with Valid License / Minimum One Year Experience are requested to submit their willingness for Entering into Business Agreement with BSNL in this regard.

**Eligibility Criteria:**

1. Registered Builder
2. Registered Residential Welfare Association
3. Local Cable Operators (LCOs) / Multi Service Operators (MSOs) with valid license
4. Infrastructure Providers-1 (IP-1) / Virtual Network Operators (VNOs) with valid license
5. Existing Cable Operators, Firms working for OFC laying, Broadband Provisioning & Maintenance and other firms working in Telecom field etc. (A company incorporated under the company Act 1956, or Proprietorship/ Partnership firms)

**Coverage Area:**

Exchanges / Postal Pincodes, Covered under South and West Areas in Chennai Telephones District, as Annexed.

**Nodal contacts**

1. **South Business Area**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **No.** | **Name** | **Designation** | **Mobile No.** | **Mail ID** |
| 1 | A.Kalaiselvi | AGM | 9444979100 | dedlcsouth@gmail.com |
| 2 | R.Petchimuthu | SDE | 9444995599 |
| 3 | S.Mathiprakasam | SDE | 9444971900 |
| 4 | D.Aravind | SDE | 9444040368 |

1. **West Business Area**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **No.** | **Name** | **Designation** | **Mobile No.** | **Mail ID** |
| 1 | ShanthiRamani | AGM | 9445395353 | dedlcwest@gmail.com |
| 2 | Chandra SekarRai | SDE | 9445008383 |
| 3 | V.S.Balaji | JTO | 9486103086 |
| 4 | A.K.Balaji | JTO | 9445010549 |