

Bharat Sanchar Nigam Limited
O/o Chief General Manager,
Himachal Pradesh Telecom Circle

SECTION A

NOTICE INVITING EOI (Expression of Interest) for BSNL Franchiseeship

EOI No.: HPCO-15/12/6/2021-CM-SALES HPCO/96191

Dated: 27/05/2021

Sealed EOI (location wise) are invited on behalf of CMD BSNL by CGM HP Telecom Circle 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 BAs, from eligible and willing parties for various franchisee areas following territories:

Table -I

Name of BA	Name of Territory	Code of Territory	Class of Territory	EMD Amount	PBG Amount
Hamirpur	Una	HP04103	C	Rs. 25,000.00	Rs. 1,00,000.00

Note:

(i) EOI document may be downloaded from BSNL official website www.hp.bsnl.co.in .

(ii) The sale of EOI document will also be available from AGM (Sales-CM), O/o GM(CM),BSNL, Boundary Estate, Telephone Exchange, Chhota Shimla, HP-171002 on any working day between 1000 Hours to 1300 Hours w.e.f 28/05/2021 to 17/06/2021 .

Eligibility Requirements for BSNL Franchisee ship for each franchisee territory:

- A. All proprietorship firm, partnership firms and company of Indian origin fulfilling following criteria are eligible to apply.
- a. **Turn over:** Turnover is defined as sales proceed as per audited P&L account of the firm, submitted for last financial year(s). A copy of income tax return should also be submitted along with.
- Rs.50 Lakhs for A class territory
 - Rs.30 Lakhs for B class territory
 - Rs.6 Lakhs for C class territory
- b. **Experience:** Interested firms must be distributor/dealer of Telecom / FMCG / Electronics / Electrical / any other products with established retail chain for :
- 3 years for class A territory out of last 5 years
 - 2 years for class B territory out of last 4 years
 - 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:

- RDs & DSAs of BSNL are also allowed to participate in the EOI subject to fulfillment of eligibility conditions. Experience for RD / DSA of BSNL or with any other telecom operator shall be counted as experience for participation in EOI and score shall be given accordingly. **Retailers shall not be allowed to participate in EOI.**

EOI for Una Territory of Hamirpur BA

- ii. BSNL RD / DSA who are close relative of BSNL employee are not eligible to be appointed as BSNL franchisee.
 - iii. The cut-off date for experience shall be taken as 30-04-2021.
 - c. **Space:** Interested party must ensure office/ showroom space (carpet area) of size 200 sqft for BSNL franchisee ship within operational area of the territory. Office Space is to be ensured within 15 days of LOI for award of Franchisee ship.
 - d. Interested party should have a valid PAN. and TAN.
 - e. Interested party should have a valid Goods and Services Tax (GST) registration Certificate no. for each state.
 - f. Interested party should provide a self-declaration along with the evidence that the bidder is not black listed by the GST authorities.
 - g. In case the interested party gets black-listed during the tenure of BSNL contract, then BSNL will not be responsible for any loss of input tax credit (ITC) to the franchisees. Further, the franchisee will be responsible to indemnify to BSNL any loss incurred by it.
 - h. In case of multiple Goods and Services Tax Identification Number (GSTIN), all the numbers can be provided as Annexure.
- B. Bid document will be available from AGM (Sales-CM), O/o GM(Consumer Mobility),Himachal Pradesh Circle, Telephone Exchange Building, Boundary Estate, Chhota Shimla , Shimla 171002 on any working day, on payment of Rs. 1000 (non-refundable) in the form of cash/crossed bank draft in favor of AO (EF), O/o Chief General Manager, BSNL ,Himachal Pradesh Circle, Shimla . In case of cash payment, the original cash receipt obtained should be enclosed with application.
- C. EOI document may also be downloaded from BSNL site <http://hp.bsnl.co.in/hpc/circle.php> and cost of document in the form of DD be deposited along with the bid.
- D. **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, BA." and it should be dropped in drop box kept in the office of GM (Consumer Mobility) Himachal Pradesh Circle, Telephone Exchange Building, Boundary Estate, Chhota Shimla, Shimla 171002.
- E. **Opening of EOI:** EOI shall be opened area wise as per schedule attached, in the office of the GM (Consumer Mobility) in the presence of bidders/authorized representatives of the bidders who wish to be present.
- F. Fee for EOI Document is neither transferable nor refundable.
- G. EOI document will neither be sent nor be accepted by Post / Courier.