



Bharat Sanchar Nigam Ltd

(A Government of India Enterprise)

613-B, Statesman House, B-148, Barakhamba Road, New Delhi-110 001

(Commercial Branch)

No.112-42/2004-Comml.

Dated 20th Jan, 2005.

To

All CGMs BSNL Telecom Circle / Metro Districts/Project Circles/Maintenance Circles.

Subject:-Provision of bandwidth by BSNL for State Wise Area Network (SWAN) -regarding.

The National e-Governance Action Plan (NEGAP) has identified 22 Mission Mode Projects which are to be implemented in a phased manner over the next three-four years by the Line Ministries/ Departments concerned at the Central and State Level, as applicable, in addition to the various other e-Governance initiatives being taken by the respective States and Central Ministries. **State Wide Area Network (SWAN)** has been identified as an element of the core infrastructure for supporting these e-Governance initiatives and the Department of Information Technology (DIT) has earmarked a significant outlay for supporting this activity.

2. The States have urged that considering the national importance of e-Governance initiatives of GOI, a special dispensation for the bandwidth cost for such e-Governance applications should be provided which should be outside the normal commercial terms of BSNL. Considering the importance of the project, extent of business opportunities, valued relationship with State Governments and advantages in terms of waiver of Right of way and Reinstatement charges, the competent authority of BSNL has decided to offer following discounts as a very special case:

- a) For the purpose of e-Governance through SWAN project, connectivity with one 2 Mbps link up to Block Head Quarter level is quite sufficient and BSNL shall offer 90% discount on this 2 Mbps link up to a critical location in each Block Headquarter at the Block Headquarter level. The discount is to be offered on main bandwidth portion for one 2 Mbps link from State Capital to DHQ and DHQ to BHQ and there is no scope for discount on local lead.
- b) The above discount 90% shall not be applicable for any other link or bandwidth of more than 2Mbps. However, on other bandwidths also, BSNL shall offer its most competitive commercial rates.
- c) The above discounts as stated above in a) and b) shall be admissible to the State governments subject to the condition that;
 - (i) State Governments shall take that entire leased line bandwidth for this project, including additional bandwidth for expansion, only from BSNL for a minimum period of 3 years.
 - (ii) State Governments and local bodies including Municipal Corporations, Nagar Palikas, Panchayats etc. shall give Right of Way free of cost to BSNL and shall not charge any reinstatement charges or license fee etc. from BSNL for laying its cable across the State.

- d) This above discount shall be applicable on the present tariff of TRAI for circuits between State Capital to District HQ, DHQ to SDHQ and DHQ/SDHQ to BHQ used for e-Governance project. In case TRAI's tariffs are revised downward, a minimum discount of 25% on the revised TRAI tariff or the existing rates as above, whichever is lower shall be offered.

3. An undertaking is to be taken by the Circles from the concerned departments of the State Governments regarding Para2 (c) (i) and (ii) above. The undertaking should also mention that the network shall be used only for e-Governance purposes without commercial exploitation. The Circles should offer discounts only after obtaining the undertaking. The State Governments should issue clear instructions to their subordinate units/PWD/Municipalities/ Municipal Corporations/ Nagar Palikas/ Panchayats etc and other relevant authorities not to charge for Right of Way and reinstatement.

4. This special one time offer is being given in lieu of privileges being sought by BSNL as per Para c) (ii) and is not to be considered as a normal tariff for any other purpose. It is submitted that CGMs should impress upon the State governments to sign MOUs for their other telecom service requirements other than what has been agreed in the above offer so that best competitive rates can be offered to them for full basket of services.

(Anand Khare)
Jt. DDG (Comml.)

Copy to:-

1. PS to CMD/All Board of Directors BSNL Corporate Office.
2. Sr.DDG(CS)/DDG(SPF)/DDG(BD)/DDG(Regln.)/DDG(TR)/DDG(NM)/DDG(Comml.)/
Jt.DDG(T&C)