

Sales & Marketing-CM
Room No. 606,
6th Floor, Bharat Sanchar Bhawan,
HC Mathur Lane, New Delhi 110001
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भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

To

Dated:-24.06.2021

The CGMs
All Telecom circles/Telecom districts

Sub: Regarding agreement for the sale of 2 G Features phone handset offered by M/s Innocom bundled with BSNL SIM at a bundle price of Rs 999/- only for PAN India

Ref:- Signed Agreement copy b/w M/s BSNL and M/s INNOCOM for Handset bundling scheme (copy attached)

BSNL CO has signed an agreement/MOU with M/s Innocom for the sales of 2G Feature Phones (Mobile Phones without Internet facility) of Infocus brand at a mutually agreed price, bundled with BSNL SIM. BSNL is Launching it from **01.07.2021**. The salient features of the agreement is as follows:-

1. BSNL at corporate office as well as circle offices would make it's Franchisees and other channel Partners aware of this bundle package and would facilitate the sales process.
2. Both parties shall mutually work out a sales plan based on the past orders and activations.
3. BSNL shall ensure through it's backend software that the exclusive voice package designed for the purpose of this bundled offer would only be activated on the IMEI numbers of the Feature Phones supplied to the Franchisees by Innocom.
4. The Franchisee would issue Purchase Order(s) to the Innocom and the Innocom would revert with acceptances or alterations required for the same to The Franchisee within 2 (Two) working days.
5. Innocom would dispatch the stocks as per the Purchase Order(s) and payment received within 2 working days of receipt of payment.
6. All deliveries of products sold by Innocom to Franchisee pursuant to this MOU shall be made FOB INCOTERMS 2010 and the title to and risk of loss of Products shall pass from Innocom to Franchisee on delivery.
7. Innocom would furnish the IMEI numbers of the dispatched Feature Phones to BSNL in a mutually agreed format on a daily basis to enable BSNL upload those IMEI numbers into their backend software for activation. The IMEI wise activation status shall be furnished by BSNL to Innocom periodically basis.
8. Innocom will submit circle wise sale details on monthly basis to O/o GM (S&M/PP-CM) of BSNL Corporate Office as well as Circle Nodal officer, for this purpose, GM(S&M-CM) shall be Nodal authority in the circle .
9. All disputes and complaints by customer w. r .t defects in the agreed model sold through BSNL channel, shall directly be handled / addressed by Innocom. **BSNL** shall not be responsible for such complaints under any circumstances.

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- 10.** Registration form and Purchase order form may be filled by BSNL franchisee for purchasing of feature phone handset offered by M/s Innocom .The details of registration process is mentioned as **Annexure A.**



All the Circles/Districts are requested to make all efforts to popularize this handset bundling scheme with the BSNL franchisee offered by M/s Innocom.

Milind Bagaddeo
DGM (S&M-CM II)
BSNL CO
Mob:-9425148100

Enclosures:-As above

Copy to:

- 1) CMD, BSNL for kind information please.
- 2) Director (CM)/(CFA)/(EB)/(HR)/(Fin), BSNL Board for kind information please.
- 3) PGMs/GMs Nodal Centers NZ/SZ/EZ/WZ for info. and n/a please.
- 4) PGM (Dev.) ITPC Hyderabad
- 5) Guard file.