



**Bharat Sanchar Nigam Limited**  
**O/o Chief General Manager,**  
**UP East Telecom Circle**

**SECTION 'A'**

**NOTICE INVITING EOI (Expression of Interest) for BSNL Franchisee Ship**

EOI No: UPE/Sales/Fr-EOI/ **Gorakhpur** BA (Bansdih)//2023-24

Dated: 22.04.2024

EOI (location wise) are invited on behalf of CMD BSNL by CGM UP East 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, from eligible and willing parties for vacant Franchisee Territories of Business Area (**Gorakhpur**) as mentioned in Table-I below.

**Table –I**

EMD	Cost of Eoi Document	Last Date & Time for online Bid submission	Date & Time of online Bid opening	Name of BA/OA	Name of Franchisee area	Code No. of vacant Territory in OA
As Clause h section- 3. <u>Selection process and criteria</u>	Rs.1000/- (inclusive of GST)	<b>14/05/2024 (1200Hrs)</b>	<b>As per Annexure-M</b>	As per Annexure -A	As per Annexure-A	As per Annexure-A

Note- (A)The EOI document will be available online from **23/04/2024 at 1800 Hrs.** on CPP portal <https://etenders.gov.in> and BSNL site [www.upe.bsnl.co.in](http://www.upe.bsnl.co.in)

(B) Procurement under this tender would be in accordance with 'Public procurement (Preference to Make in India) Order 2017' notified by Government of India & its subsequent amendments, guidelines etc. for Preference to Make in India products."

**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.
  - a. **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
  - b. **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
  - c. **Declaration by bidder to comply Rule 144(xi) of the General Financial Rules (GFRs) 2017 as detailed in Appendix-1** (Proof document- Under taking as per Annexure-O )
  - d. Bidder's must be Class-I Local supplier in pursuance to Department for Promotion of Industry and Internal Trade order no: P-45021/2/2017-PP (BE-II) dt 16/09/2020 and DOT letter no: 18-10/2017-IP dt 29.08.2018 with minimum local content 50% for tendered item. (Proof document- Self Certification as format Annexure -P.

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.

**Space:** Interested party must ensure office/ showroom space (carpet area) of minimum size of 200 sqft. for BSNL franchisee ship within operational area of the territory. CGMs are authorized to relax the space upto minimum size of 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. Interested party should have a valid PAN and TAN

3. Interested party should have a valid Goods and Services Tax (GST) registration Certificate No. for respective state.

4. Interested party should provide a self-declaration along with the evidence that the bidder is not black listed by the GST authorities (Proof of Document, self Declaration as per Annexure-Q).

5. 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.

6. In case of multiple Goods and Services Tax Identification Number (GSTIN), all the numbers can be provided as Annexure.

7. Bid document Cost: Cost of Bid Documents Rs.1000 (inclusive of GST) (non- refundable) is to be paid through DD/RTGS/NEFT in UPE Circle Account No. : **31870200000363**; Beneficiary: **AO CLAIM BSNL RTTC LUCKNOW**, IFSC code: **BARBOLDALUC (Fifth digit is zero)**; MICR Code: 226012022

Branch Address: Bank of Baroda, LDA Colony, Kanpur Road, Power House, Lucknow- 226012

8. EOI document may also be downloaded from BSNL site [www.upe.bsnl.co.in](http://www.upe.bsnl.co.in) or CPP Portal <https://etenders.gov.in> and cost of document in the form of DD/RTGS/NEFT receipt be deposited along with the online bid.

9. **Submission of EOI:** – EOI with the documents required as per Check-List in NIEOI must be uploaded on CPPP online wherever applicable. However following documents must be submitted to below address:

(i) DD/RTGS/NEFT Transaction Receipt of 1000/- as cost of EOI Documents

(ii) Power of Attorney (if applicable) (iii) Original EMD (As per clause h of Section -3) or **Udyam Registration Certificate** for exemption of Bid Fee and EMD to Bidder (if applicable)

The Envelope containing above documents should be super scribed with "CM-Franchisee-ship for ..... territory of ..... OA." and it should be reached by post to the office of AGM MM-II, Door Sanchar Sadan BSNL,Laplace Building Hazratganj, Lucknow, before or within 5 days of bid submission end date.

**Rejection of Bid:- Incomplete/ambiguous Bid will be rejected. Mere offline Bids will not be acceptable.**

- Above said documents must be uploaded by the bidder in their online Technical bid part (1st electronic Envelope i.e. Technical Envelope) on e-tender portal failing which the tender bid shall be archived unopened / rejected on e-tender portal at bid opening stage.

- Above said documents shall be submitted by bidder on any date before or within 5 days of bid submission end date failing which the tender bid (if already opened on basis of scanned copies uploaded in 1st electronic Envelope i.e. Technical Envelope), shall be rejected.

10. **Opening of EOI:** – EOI shall be opened **online** on date **15/05/2024 at 1500 HRS.** as per schedule attached with EOI Documents, in the office of AGM (MM-II), 3<sup>rd</sup> floor, Door Sanchar Sadan Laplace Building Hazratganj, Lucknow in the presence of bidders/ authorized representatives of the bidders who wish to be present.

11. Fee for EOI Document is neither transferable nor refundable.

12. All Terms & Conditions as mentioned in EOI Documents are as per S&D Policy-2018, however Tariffs and Incentives to Channel Partners may vary as per Instructions of BSNL CO new Delhi.

13 The queries in respect of the bid document, if any, can be submitted through **Email in prescribed format as mentioned in clause 13.1 below** , latest by **30/04/2024** (dd/mm/yyyy)/1700(Hrs). **Any query received after this date will not be entertained.**

13.1 Template of seeking clarifications from BSNL

<i>S. No.</i>	<i>Section No.</i>	<i>Clause No.</i>	<i>Page No.</i>	<i>Brief Description of the Clause</i>	<i>Query Submitted By (Company Name)</i>	<i>Query / Clarification sought for</i>

ANNEXURE – A

**Vacant Franchisee Territories and categories**

BA	Sub S.N.	OA	Territory Name & Code	Class/Cat.	Territory Area
GORAKHPUR	1	BLI	BANSDIH (UE04104)	C	Basdih, Sikandarpur Tehsil

**Note-** Details of Tehsil area may be taken from official District Map. The SDCA detail may be taken from SDE /AGM (Sales and Mktg.) of concerned OA.

ANNEXURE -M

**Schedule for Submission & Opening of EOI**

S. N.	OA	LAST DATE OF SUBMISSION OF EOI	DATE OF OPENING OF EOI
1	Detail as per annexure- A	14/05/2024 (1200Hrs)	15/05/2024 (1500 Hrs)