



No.: BSNLCO-COMN/18(11)/5/2021-NewBusiness-Part (3)

Dated 07/11/2025

To

**All Heads of Telecom Circles
Bharat Sanchar Nigam Limited**

Subject: Addendum to Clause Nos. 4.3.1.3 and 4.3.1.4 of EOI under Open Policy on Free PABX dated 09.12.2016 – Relaxation for Start-ups under Make in India initiative.

Reference:

1. Open Policy on Free PABX No. BSNL/EB-II/PABX/2016 dated 09.12.2016
2. Ministry of Micro, Small & Medium Enterprises Circular No. 1(2)(1)/2016-MA dated 10th March, 2016

In line with the Make in India initiative of the Government of India, which emphasizes fostering indigenous manufacturing, innovation, and self-reliance, BSNL aims to encourage participation of Start-ups in the telecom equipment domain. Start-ups are recognized as key enablers in driving technological innovation, reducing import dependency, generating employment and enhancing overall competitiveness.

Accordingly, the following addendums are hereby approved to Clause Nos. 4.3.1.3 and 4.3.1.4 of the EOI under reference for empanelment under the Open Policy on Free PABX:

4.3.1.3 — Shall have a minimum annual turnover of Rs. 0.50 Crores during each of the last three financial years. **However, for Start-ups, the turnover criteria is exempted.**

4.3.1.4 — Experience of Installation / Sales & Service / Operation & Maintenance of minimum 2000 PABX ports during the last financial year. **However, for Start-ups, the experience criteria is exempted.**

Except as stated above, all other terms and conditions shall remain unchanged and continue to be governed by the Circle Level Empanelment (Clause 4.3) under the EOI dated 09.12.2016 (under ref 1).

All Telecom Circles are requested to take note of the above addendums and incorporate the same while processing empanelment applications from Start-ups under the said EOI.

This is issued with the approval of competent authority at BSNL CO.

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07/11/2025
DGM(NB)
NB Cell, BSNL CO