

**MAHANAGAR TELEPHONE NIGAM LIMITED  
(A GOVERNMENT OF INDIA ENTERPRISE)**

CIN.: L32101DL1986GO1023501

MTNL/CO/Tech & Plg/FTTH Policy/2017-18/part file

Dated 02.03.2021



To

**Executive Director  
MTNL Delhi  
Eastern Court Janpath,  
New Delhi-110001**

**Executive Director  
MTNL Mumbai  
15<sup>th</sup> floor, Telephone House,  
MTNL Road, Prabhadevi, Dadar (West),  
Mumbai – 400028**

**Sub: Revised policy for engaging partners as last mile Infrastructure Providers to expand last mile reach of MTNL FTTx services on Revenue sharing basis.**

The Revised policy for engaging partners as last mile Infrastructure Providers to expand last mile reach of MTNL FTTx services on Revenue sharing basis has been approved by Executive Committee of MTNL in its 300<sup>th</sup> meeting held on 25<sup>th</sup> February 2021.

2. This policy shall supersede all previous policies on this subject. All the existing FTTH revenue share partner of MTNL as on date of approval of this policy should be migrated under this policy within three months. Date of signing of agreement under this policy shall be treated as the date of migration. For unwilling partners, units shall exercise the exit option under relevant provisions of applicable policy/tender.

3. The Policy has been liberalized by relaxing entry level barriers and removing clauses regarding turnover eligibility criteria, rollout obligations and Performance Bank Guarantee. Significant upward revision has also been carried out for the Revenue share of the partner and there may be an immediate impact on the revenue portion of MTNL. Therefore, ED Delhi & ED Mumbai have been assigned the target of 15000 net subscriber addition in each city for the year 2021-22. Monthly monitoring of the targets at each level should start from April 2021.

4. The charges of ONT (Rs. 80/-) shall be applicable from the date of the approval of the revised policy.

5. The revised policy is attached herewith for further necessary action.

This has approval of CMD MTNL.

  
Anil Verma 20/03/21

**DGM (Tech & Plg)CO**

**Encl: Revised FTTH Policy Document.**