

## Checklist: Application form for Partnership

Please check and tick all items attached with the form

S No.	Item	Check
1	Completely filled application form	
2	2 colored copies of CNIC (for individuals and directors)	
3	2 passport sized colored photographs (for individuals and each director)	
4	2 copies of incorporation certificates (for proprietorships and companies)	
5	2 copies of NTN/STRN certificates	
6	Copy of recent tax filing	
7	Letter from bank, verifying your current account balance	
8	Copy of academic certificates (for individuals and each director)	
9	Copy of experience certificates (for individuals and each director)	
10	Non-refundable Application processing fee of Rs. 5000/- on DD or Cheque in name of Kashmir broadband (Pvt.) Ltd.	
11	Agreement form which includes Annex-1	

Please send completely filled application form along with above mentioned attachments to:

**Business Development Manager, KBL Sales Office Near P.W.D Rest House Kotli Azad Kashmir, 11100.**

## Application form for Franchise/ Partnership

### Bio Data

**Person type:**     Individual     Proprietorship     Private Company     Public Company

**Gender (If individual):**     Male     Female

**Full Name:** \_\_\_\_\_

**CNIC:** \_\_\_\_\_

**Domicile:** \_\_\_\_\_ **City of Residence:** \_\_\_\_\_

**Postal Address:** \_\_\_\_\_

**Telephone Number:** \_\_\_\_\_ **Mobile Number:** \_\_\_\_\_

**Email Address:** \_\_\_\_\_

### **List of Key Proprietors / Directors/ Granters (if not individual)**

Full Name 1 (Technical): \_\_\_\_\_

CNIC: \_\_\_\_\_

Full Name 2 (Business): \_\_\_\_\_

CNIC: \_\_\_\_\_

Full Name 3 (Other): \_\_\_\_\_

CNIC: \_\_\_\_\_

**Have you been convicted in any legal case in past 3 years? If yes, please give details.**

\_\_\_\_\_  
\_\_\_\_\_

**Have you travelled abroad in past 3 years? If yes, please provide purpose for travelling.**

\_\_\_\_\_  
\_\_\_\_\_



Address: Kashmir Broadband  
NOC Near P.W.D Rest House Kotli  
Azad Kashmir.



(0341) 525 6000  
(05826) 448685



www.kbl.net.pk  
info@kbl.net.pk

**Academic Data (For Individual Only)**

**Education:**

- Illiterate Graduate     
  Higher School     
  Diploma     
  Graduate     
  Post-Graduate

**Area of Qualification:**

- Engineering     
  Health and Medicine     
  Accounting and Finance     
  Business Administration  
 Law     
  Social Welfare     
 Other (Please Specify):

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**Employment Data**

**Employment Status (if individual)**

- Employed     
  Self-Employed     
  Retired     
  Student

**Years of Experience:** \_\_\_\_\_

**Employer details (if employed)**

- Military Company     
  Civilian Government Organization     
  Public Company     
  Private Company

**Area of Employment (Please tick all applicable):**

- Engineering     
  Medical     
  Legal     
  Audit and Accounting  
 Research     
  Designing     
  Computer and IT     
  Production  
 Distribution     
  Transport     
  Hospitality     
  Customer Services  
 Management     
  Administration

Other (Please Specify):

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**Nature of Business (Please tick all applicable):**

- Online Store/Services     
  Distribution     
  Production     
  Food and Hospitality  
 Transport & Logistics     
  Social Welfare     
  Mobile Customer Services     
  Telecom

Other (Please Specify): \_\_\_\_\_



**Financial Data**

**National Tax Number:** \_\_\_\_\_

**Sales Tax Number (If any):** \_\_\_\_\_

**Date of Recent tax filing:** \_\_\_\_\_

**Major Source of Income:** \_\_\_\_\_

**Other Source(s) of Income:** (Please specify all)  
 \_\_\_\_\_  
 \_\_\_\_\_

**Does any of your income come from sources which have not been reported in your tax filing?**  
 \_\_\_\_\_

**Does any of your income come from these sources? (Please tick all applicable):**

- Gambling       Addictive Drugs / Alcohol       Interest       Non-Custom Paid Goods

**Current Monthly Income:**

- 0 – 1 Lac       1 Lac – 5 Lac       5 Lac – 10 Lac       More than 10 Lac

**Total Inherited Assets:**

- 0 – 19 Lac       20 – 99 Lac       1 – 9 Crore       10 – 50 Crore       50 Crore or more

**Current Liquid Assets:**

- 0 – 19 Lac       20 – 99 Lac       1 – 9 Crore       10 – 50 Crore       50 Crore or more

**Value of Real Estate:**

- 0 – 19 Lac       20 – 99 Lac       1 – 9 Crore       10 – 50 Crore       50 Crore or more

**Value of Vehicle/Goods:**

- 0 – 19 Lac       20 – 99 Lac       1 – 9 Crore       10 – 50 Cr       50 Crore or more

**Payable Amount/Loan:**

- 0 – 19 Lac       20 – 99 Lac       1 – 9 Crore       10 – 50 Cr       50 Crore or more

**Net Worth:**

- 0 – 19 Lac Crore       20 – 99 Lac       1 – 9 Crore       10 – 50       50 Crore or more



**Partnership Details**

Which Level of Partnership/ Franchisee are you applying for?

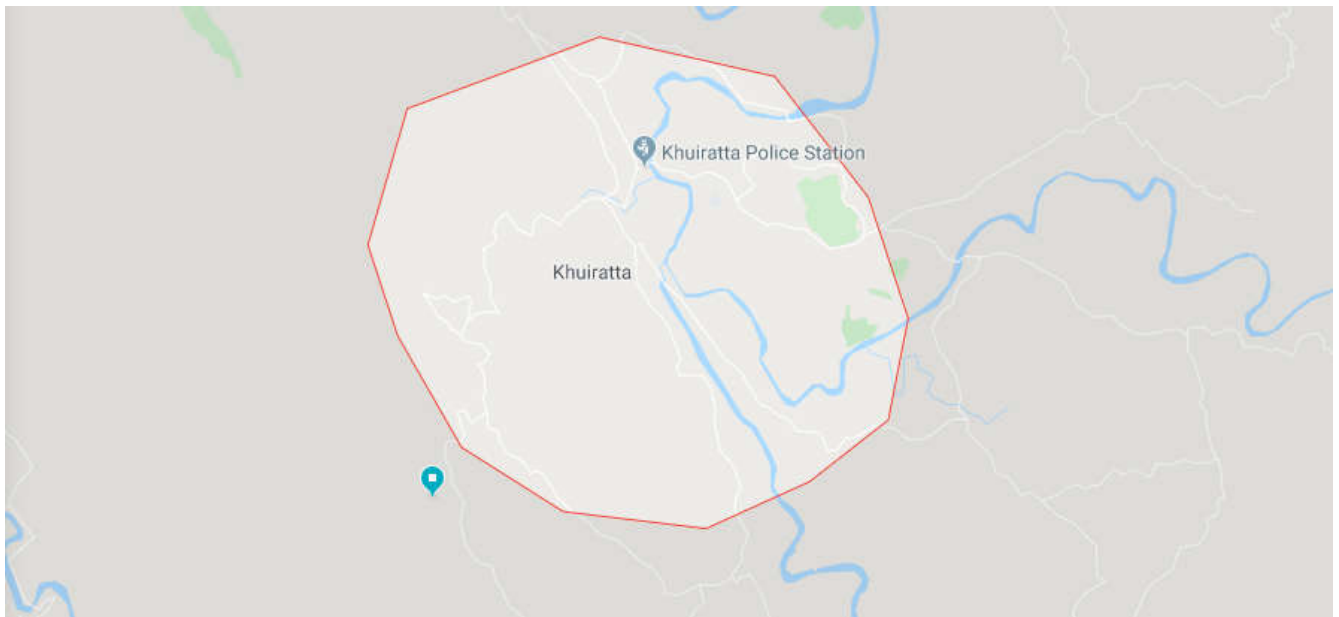
- Franchisee       Dealer       Cluster

Preferred Site Address (In case of Tower): \_\_\_\_\_

Preferred District / Agency / Area for Cluster:  
\_\_\_\_\_

(Please attach list of all preferred site addresses)

**Paste Labeled Area from Google MAP**



Target Area:

- TR-1       TR-2       TR-3

Distt. and Area \_\_\_\_\_

List of Directors (if not individual)

(Please attach complete list of directors along with bio data, academic data, employment data and financial data of each director)

I, \_\_\_\_\_ acknowledge that the data provided in this form is true and correct to my knowledge. Furthermore, I have read and understood the terms and conditions attached with this form.

Signature of Applicant



## Terms and Conditions

Submission of the application form does not entitle its acceptance.

**Kashmir Broadband Private limited** reserves the right to reject any application if it does not meet certain criteria, without providing further details or reasons for rejection.

In case of approval, agreement shall be signed and executed on below mentioned terms OR similar modified terms, for \_\_\_\_\_

### [SPECIMEN OF AGREEMENT TERMS]

- 1. Initial Investment:** Operator acknowledges the receipt of \_\_\_\_\_ (Rs. \_\_\_\_\_/-) from Investor/Partner/franchisee with the understanding that this is a non-refundable amount and Operator will develop the NOC (if applicable), capable of providing wireless coverage to an area of 5 kilometers, calculated from all or any one side of the NOC location (hereinafter referred to as “**Coverage Area**”, within sixty (60) days of Effective date. Operator also agrees to install **Client Premises Equipment** (hereinafter referred to as “**CPE**”) for \_\_\_\_\_ (\_\_) customers within the Coverage Area of the NOC, (hereinafter referred to as “**Agreed Customers Count**”).
- 2. Additional Investment:** Investor agrees to pay the Operator an additional non-refundable amount of ten thousand rupees (Rs. 200/-) per additional customer, in case Investor intend to increase customers count of the NOC from the Agreed Customers Count. Investor also agrees to pay the Operator an additional amount of two hundred thousand rupees (Rs. 200,000/-) for up-gradation of the NOC, in case Investor intend to increase customers count more than one hundred and twenty (120) customers (hereinafter referred to as “**Saturated Customers Count**”).
- 3. Operator’s Responsibilities:** Operator agrees to take sole responsibility for conducting risk assessment of the business opportunity at the NOC and for purchasing, installing, configuring, testing, and controlling activities conducted from the equipment installed at the NOC or at any site connected to the NOC and directly controlled by the Operator during the term of this agreement. Operator also agrees to pay all operational expense including but not limited to rents and electricity bills until Agreed Customers Count has been connected to the NOC at the internet Packages displayed on the Operator’s website. Operator also agrees to pay all operational expense at any time in future during the term of this Agreement if customers count at the NOC drops below Agreed Customers Count and will continue to pay rent and electricity bills of the NOC until the customer count rises again to the Agreed Customers Count, after which Investor will pay the NOC rent and electricity bills. Operator also agrees to pay all operational expense of the NOC excluding rent and electricity bills, after Agreed Customer Count have been connected to the NOC at the internet packages displayed on the Operator’s website. Operator agrees to provide bandwidth, technical support, customer support, bill distribution and collection and other services necessary for provision of Internet connectivity to customers. Operator also agrees to keep record of financial transactions of the NOC and provide them to the

Investor upon request, excluding transactions which are sole responsibility of the operator.

- 4. Investor's Responsibilities:** Investor acknowledges to have understood and accept Operator's risk assessment of the business opportunity at the NOC and take sole responsibility for bearing all financial

loss in case any of the CPE or any of the NOC's property have been fully or partially damaged due to Force Majeure, which includes, but is not limited to: earthquake; storm; electrostatic discharge; thunderstorm; fire; floods; natural disasters; Acts of God; war; civil commotion; terrorist acts; any governmental act or regulation; and any other similar event beyond Operator's reasonable control. In which case, Investor will provide additional investment for replacing the damaged property and Operator will not be held responsible to pay rent or utility bills if the customers count drops below the Agreed Customers Count until the damaged property has been replaced by the Investor. Investor also agrees not to alter, replace, install or purchase equipment that is to be installed in the NOC or Coverage Area without prior written approval from the Operator. Investor also agrees to keep integrity of the NOC site and not to conduct commercial, non-commercial, political or any other activity at the NOC site which slow down or halt operations at the NOC site.

- 5. Reports, Records, Audits and Privacy:** Operator agrees to report, record and maintain bio data of customers and employees or any other personnel involved in business of the NOC in the manner, by method and for the time duration as specified by Pakistan Telecommunication Authority, Securities and Exchange Commission of Pakistan, Federal Board of Revenue/ Council Board of revenue AJ&K, Federal Investigation Agency or any other Government Organization of Pakistan. Operator also agrees to provide Investor the financial records or any other document related to the NOC or any site connected to the NOC during or after the term of this Agreement, excluding personal or browsing data of customers and employees and financial transactions which are considered as responsibility of the Operator under section three (3) of this Agreement.
- 6. Indemnity:** Operator agrees to indemnify Investor from all the consequences and penalties imposed by any government or non-government organization due to the activities conducted from the NOC or any site connected to the NOC during the term of this Agreement.
- 7. Transfer:** Investor agrees that Operator may transfer or change its ownership, directors, shareholders and management without notifying the Investor but Investor will not transfer this Agreement or change the NOC's ownership, directors, shareholders and management without prior approval from Operator. Upon the death of Investor or any of its directors and shareholders, the ownership of that specific part may be transferred to the deceased individual's successors as identified by the Government Rules at that time.
- 8. Counterparts:** This Agreement may be signed in counterparts, each of which will be considered an original.

## Franchisee Agreement

This Agreement is made at KBL Sales Office Kotli Azad Kashmir, on this 00-00-19 day of  
Wednesday, by and

**BETWEEN**

(Mr. \_\_\_\_\_ hereinafter referred to as “**Franchisee**” located at Khoiratta azad Kashmir.  
which expression shall be deemed to include its successors –in- interest and permitted  
assignees of the first part:

**AND**

**Kashmir Broadband Private Limited**, a company incorporated under the laws of Pakistan,  
having its head office/registered office at Near P.W.D Rest house Kotli, Azad Kashmir  
(hereinafter referred to as “**KBL or Operator/Op**” which term includes, where the context so  
requires, KBL’s

affiliates and its associated companies) of the first part;

(The expressions **KBL** and **Franchise** shall individually also be referred to as a Party and  
collectively as the **Parties**, and, where the context so requires, shall be deemed to include  
their

respective successors-in-interest, administrators and assigns)



## Franchise Responsibilities

1. Franchise will clearly disclose its active users and network.
2. Franchise will obey all rules and regulations by PTA & Govt. bodies.
3. Franchise will pay all its taxes or on behalf of users if applicable and report to operator on monthly basis.
4. Franchisee is agreed to pay Rs.\_\_\_\_/M/Q for the designated area/ users.
5. Franchise agrees to pay NOC Monitoring services IAAS/SAAS \_\_\_\_ a M/Q/A.
6. Franchise will inform Op on changes in network topology.
7. Franchise are bound to maintain standards set by operator,
8. Franchise are bound to use same name and brand details set by Op such as package names and other VAS but bandwidth can be increased for subscribers depending bandwidth rates in serving area.
9. Franchise will contribute but not bound to pay on development/ extension of company infrastructure such as website, web portals, and integration of payment gateways, customer portals, and mobile apps. Or which deems to provide benefit for business in long run.
10. If Franchise fails to provide accurate information it will be considered as violation and Op can terminate agreement.
11. Or terms defined in Annex-1 are included.

## Operator Responsibilities

1. Op will provide billing and complaint portals (charged separately)
2. Op will provide backend support services if both parties are agreed which is out of scope of this document
3. Op will provide PTA license and other legal documents if applicable copy for agreed tenure
4. Op will provide basic forms, marketing content and other related material to franchise on agreement.
5. Op will provide CCP, Customer care policy etc. on agreement.
6. Op will provide centralized billing via radius billing system (charged separately see Table-1)
7. Op will provide one time configuration and provisioning of network (charged separately).
8. Op will also provide runbooks, spreadsheet templets, and IP policy help books to maintain network.
9. Op will provide backend support till Franchise will reach 100 users count or 2 Months whichever comes first.
10. Or terms defined in Annex-1 are included.

## ANNEX-1

1. Franchisee is agreed to pay Rs. 6,000 a month (paid half year in advance) or Rs. 60/User whichever is greater or slabs defined in Table-1 complies with Radius (customers and network monitoring is not included see Table-2,3 for details).
2. In meantime if users count under franchise exceeds from paid slab, franchise will pay extra amount after calculation.
3. Franchise agreed to sign agreement on \_\_\_\_\_sq/km of area and \_\_\_\_\_# of users in distt. \_\_\_\_\_ initially.
4. Terms which are not defined in this agreement are considered as out of scope.

No. of Active Subscribers	License Fee	Charging Cycle (Advance)
0-100	Rs.60/ User or Rs.6,000/M whichever is >	6 Months/ Annually
110-200	Rs.55/ User or Rs.11,000/M whichever is >	6 Months/ Annually
210-300	Rs.45/ User or Rs.13,500/M whichever is >	6 Months/ Annually
310-500+	Rs.40/ User or Rs.20,000/M whichever is >	6 Months/ Annually

Table-1

Number Of Network Devices	Network Monitoring (Setup Fee Rs. 5,000) Minimum Rs. 1500/M	Charging Cycle (Advance)
1-10	Rs.150/M Device	6 Months/ Annually
11-20	Rs.120/M Device	6 Months/ Annually
21-30	Rs.110/M Device	6 Months/ Annually
31+	Rs.100/M Device	6 Months/ Annually

Table-2

No. of Active Subscribers	Radius Billing (Setup Fee Rs. 5,000) Minimum Rs. 3,000/M	CPE Monitoring (Setup Fee Rs. 5,000) Minimum Rs. 1,500/M	Charging Cycle (Advance)
0-100	Rs. 3, 000/M or Rs.30/M User	Rs. 1, 500/M or Rs.15/M User	6 Months/ Annually
110-200	Rs. 4, 000/M Rs.20/M User	Rs. 2,400/M or Rs.12/M User	6 Months/ Annually
210-300	Rs. 4, 600 or Rs.15/M User	Rs. 3,300/M or Rs.11/M User	6 Months/ Annually
310-500+	Rs. 5,500 or Rs.15/M User	Rs. 5,000/M or Rs7/M User	6 Months/ Annually

Table-3

## IAAS (infrastructure as structure) & SAAS (software as a service) Details.

-Radius billing system is an centralized automated billing system and CRM which includes, creating users, invoicing, changing service Plans, usage data retention logs, automatic account suspension on non-payment with welcome and Payment reminder SMS etc.

-Centralized Customer monitoring includes logs, CPE Signal Levels, Usage Graph and quality of link etc.

-Incremental downtime reporting via email, UPS Performance (if available), Port and Bandwidth Utilization, Packet Loss, Latency, Hardware Status, Graphing, Incremental Configuration Backups (Charged Separately depending upon device type switch, router etc. )

**Note:** A Dedicated link via internet or LAN is necessary to use above services.

	Radius Billing	CPE Monitoring	Network Monitoring (10 Devices)	License Fee	Total First Month
1 <sup>st</sup> Month	8,000 PKR	6,500 PKR	6,500 PKR	6,000 PKR	27,000 PKR
2 <sup>nd</sup> Month onwards	3,000 PKR	1,500 PKR	1,500 PKR	6,000 PKR	12,000 PKR

Calculation Method: 1<sup>st</sup> month + 11 Months= Annual Fee

In this example 27,000+12,000x11=159,000



On the behalf of Operator

**Name:** Imtiaz Hussain  
**Designation:** Director

Signature\_\_\_\_\_

**Name:** Iftikhar Hussain  
**Designation:** Director

Signature\_\_\_\_\_

**Name:** Ummar Hussain  
**Designation:** Director (CEO)

Signature\_\_\_\_\_

On the Behalf of Franchise

**Name:**  
**Designation:**

Signature\_\_\_\_\_

**Name:**  
**Designation:**

Signature\_\_\_\_\_

**Name:**  
**Designation:**

Signature\_\_\_\_\_

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