

ISP ACQUISITION PARTNER EOI

National Internet Exchange of India is a Section 8 company of the Ministry of Electronics and IT, Government of India. NIXI is the first Internet Exchange of India. Currently, NIXI is present at nine locations in India. To ensure maximum benefit to maximum people, NIXI has envisioned connecting 400 ISPs to the NIXI IX Network during FY 2021-2022.

To ensure the same, NIXI invites applications for ISP acquisition partners from across India. These partners would be representing NIXI and support a smooth onboarding of an ISP.

Eligibility Criteria:

1. Company

The Applicant must have been incorporated for at least 2 years.

2. Turnover

The Applicant must have a minimum turnover of INR 5 Lakh during the last financial Year.

3. Team

The Applicant must have at least one dedicated nodal officer and one expert having 'Know how' of ISP/TSP functioning.

4. Awareness

The Applicant must be aware about the Internet Exchange business and have a good network of ISPs across India.

Roles and Responsibilities of partner:

1. To onboard ISPs to NIXI exchange points
2. To facilitate last mile connectivity and cross connect to ISPs at NIXI exchange points
3. To ensure the traffic from the peering ISPs
4. To actively market NIXI Services to the local ISP community
5. To onboard ISPs and data centres to NIXI Mandi to propagate their services
6. To organize local events/seminars/webinars for ISP community to educate about the benefits of an internet exchange
7. To act as an interface between NIXI and the local ISP community
8. To represent NIXI at regional events wherever necessary

Roles and Responsibilities of NIXI:

1. To provision necessary port as per ISP requirements
2. To train the partner in all NIXI services being offered for ISPs
3. To authorize the partner to represent NIXI at the regional level
4. To provide a dedicated partner resource to resolve all partner queries on priority

Revenue share:

1. NIXI will offer a 10% revenue share on port charges to the resource partner for an ISP connecting to NIXI exchange point for the first year. Subsequently a 5% revenue share will be offered on port renewal fees.
2. At locations where NIXI is offering ports free of charge, NIXI will offer a flat revenue of INR10000 per ISP to the resource partner only for the first year.

Payment Terms:

1. Payments will be made on realization of port charges from the ISP as per the respective billing cycle.
2. Payments will be made only after an ISP stays connected with NIXI for a minimum period of 3 months.
3. Payment will be made to the Partner on receiving an invoice.
4. The partner shall raise an invoice, as per the above conditions by the 5th of the Month.

Security Deposit:

1. The applicant must deposit a non-refundable security deposit of INR 5000 to NIXI.
2. No invoice of the partner will be processed till the receipt of the security deposit.

HOW TO APPLY

The interested companies shall apply to NIXI along with the detailed profile in context to '**Eligibility Criteria**' and '**Roles and Responsibility of Partner**', clearly stating about their suitability for this assignment. We will appreciate if they also indicate their awareness and acquaintance in the field of Internet and Networking in India.

The applicants may submit the application at nixi@nxi.in with the subject line **“NIXI ISP Acquisition Partner Application”**. The applicants may also send the copies in the sealed envelope superscribing **“NIXI ISP Acquisition Partner Application”** at the following address:

National Internet Exchange of India (NIXI)

9th Floor, B-Wing,

Statesman House, 148,

Barakhamba Road,

New Delhi-110 001 India

**CEO
NIXI, New Delhi**