



Dear Emall Channel Partners,

**Sai InfoSystem (India) Limited (SIS)** has been delivering excellence in the field of IT in all walks of life. **Emall Infotech Pvt. Ltd. (Emall)** is the initiative of SIS for delivering excellence in IT to the retail segment. In its endeavor to deliver fresh technology to its customers SIS has embarked on a new project along with BSNL.

**BSNL** and **SIS** will be shortly introducing a revolutionary telecom service that will change the way people communicate. This BSNL Voice & Video over Broad Band (VVOBB) service will allow users to talk as well as see each other. The service will be launched under the BSNL brand name and SIS will be the back end technology provider. Apart from providing the technology, SIS will have the responsibility of Selling, Installing and maintaining the Customer Premises equipment.

A brochure describing the various services under the VVOBB project is enclosed for your perusal. **Should you want to see the live demo of the service, you can visit Emall, Super Plaza, Sandesh Press Road, Vastrapur, Ahmedabad.**

**SIS** is in the process of setting up the dealer network for the VVOBB services through which the services will be sold. The dealer is expected to

- Pay a nominal refundable security deposit to SIS
- Buy a Video Telephone for showing demo to prospects
- Subscribe to a BSNL broadband on which the Video Telephone will work
- Maintain a sales team to sell the service

**SIS estimates that the ROI for the dealer from the sale of these product and service would be maximum upto 35 %.**

This is a rare business opportunity as the telecom industry prediction indicates that by year 2013 AD about 65% of the Telecommunication traffic in world will be Video traffic.



**SIS** would like to extend this unique business opportunity to its existing **Emall** dealer network as a token of our long business association with you. If you are interested to become a dealer of **SIS** for promoting the **BSNL's VVOBB** business and start a new profitable venture, you are requested to fill in the enclosed form and return it to us at the earliest.

If there are any queries that needs to be answered immediately, please contact  
Mr. Jigar Parmar (8000711209)  
Mr. Tahayaseen Pathan -Vadodara (8000711208)

You may also visit our website [www.emalldirect.com](http://www.emalldirect.com) and fill in the form for knowing more details of the dealership offer.

Thanking you,  
Yours Truly,  
For **Sai InfoSystem (I) Limited**

**Shweitank Munshaw**  
**General Manager – Business development**  
8000711201



Yes, I am interested in becoming a SIS dealer for dealing in VVOBB services from BSNL. I would like to meet your officials for personal discussions on the same. My details are :

<b>Name of the Business</b>	
<b>Contact Person</b>	
<b>Phone number</b>	
<b>Mobile number</b>	
<b>Email Id</b>	
<b>Annual Turnover</b>	
<b>Products Handled</b>	
<b>Office Address</b>	
<b>Residential Address</b>	

Signature : \_\_\_\_\_

Date : \_\_\_\_\_