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भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

No: 64-86/09 -S & M-CFA

Dated: 16/06/2010

To
Chief General Manager's,
All The Telecom Circles.

Subject: Incentive in Rural areas for postpaid broadband connections brought by BSNL employees

It has been decided by the competent authority that incentive of upto Rs 100/- per Broadband connection may be given to field staff of the concerned areas for generating demand, bringing in new bookings of post-paid broadband connections and for speeding up the provisioning in rural areas of all the telecom circles. The scheme shall be effective till Dec 2010.

The scheme is intended for generating additional sales besides sales through existing sales channels and reducing provisioning time. Efforts may be made to ensure that sales being generated through existing channels do not suffer after launch of the scheme.

The detailed modalities of involving the field staff and distribution of incentive amongst the staff may be worked out and implemented by respective Circle Heads.

(Ankur Sharma)
DM (S&M-CFA)