

**Business Planning- Enterprise Branch**  
**Corporate office**  
**7<sup>th</sup> Floor, Bharat Sanchar Bhawan,**  
**H C Mathur Lane, Janpath,**  
**New Delhi 110001**



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

**No. 121-4/2012-BP-ENT**

**Dated 24.12. 2013**

To

1. All CGMs BSNL Telecom Circle/Distt/Region
2. All GM (Enterprise) Circle/GM (EB-City)

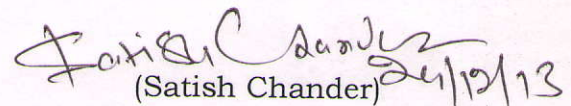
**Subject : - Discounting for key enterprises products -delegation to field units.**

Various letters have been issued by this office vide which discounting powers on various enterprise products were delegated/ revised by BSNL CO to field units.

The discounting powers of GM (EB-Circle) and GM (EB-City) are same but in various letters, related to revision of discounting powers, issued by BSNL CO, instead of writing GM (EB-Circle)/GM(EB-City), it has been written either GM (EB) or GM (EB-City), which is creating confusion among the field units.

Therefore, it is clarified to field units that -

*The discounting powers for GM (EB-Circle) and GM (EB-City) are same therefore if in any letter, issued in respect of revision of discounting powers to field units by BSNL CO, it is found that discounting powers have been granted either to GM (EB) or GM (EB-City) then it may be read as GM (EB-Circle)/GM (EB-City). That is to say, discounting powers have been granted to both, GM (EB-Circle) and GM (EB-City).*

  
(Satish Chander)

Assistant General Manager (BP-Ent)

ISSUED  
24/12/13