

Business Planning- Enterprise Branch
Corporate office
7th 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.112-21/2009-BP-Ent (pt)

Dated 26th Sept, 2011

To
The Chief General Manager,
Bharat Sanchar Nigam Limited,
Gujarat Telecom District,
A H M E D A B A D.

Sub: Discounting policy for key Enterprise products – Clarification in r/o - regarding

Kindly refer to your office letter No. EB-II/BSNL HQ/2011-12/3 dated 06-06-2011 on the above mentioned subject.

2 In respect of Para 4.4 of this office letter of even No. dated 21-12-2009, it is clarified that:

The discounting policy may be made applicable for local lead (in addition to the long distance charges) if the same is provided through already available media/infrastructure up to the customer's premises. In cases where special construction is required to provide local lead, then the discount prescribed under discounting policy should not be allowed automatically rather the same should be specified keeping in view the cost incurred on special construction.

3 This is issued with the approval of competent authority.


(Rakesh Sethi) 26/9/11
Deputy Manager (BP-Ent)

Copy to :

All CGMs BSNL Circles/Metro Districts/Projects/Mtce Regions.