

BHARAT SANCHAR NIGAM LIMITED
(CORPORATE OFFICE)

Bharat Sanchar Bhavan, Janpath
New Delhi-110 001

No. 4-20/2009-Restructuring

Date: 18th October 2010

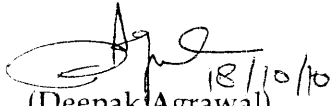
To

**The Chief General Managers of
All Territorial Circles
Bharat Sanchar Nigam Limited**

Subject: Project SHIKHAR implementation -- reimbursements and incentives for Sales Teams in Consumer Mobility (Project Vijay), Consumer Fixed Access (Project Udaan) and Enterprise.

Approval of the competent authority was conveyed vide this office letter of even number dated 21st October 2009, for reimbursements, facilities, awards and incentives for Sales Teams in Consumer Mobility (Project Vijay), Consumer Fixed Access (Project Udaan) and Enterprise Units, as detailed therein. Vide subsequent letter of even number dated 8th February 2010, Channel Management Teams of Project Vijay were also granted the facility of one-time mobile of Rs.1,500/- (rupees one thousand and five hundred) only, if not already provided. This one-time handset reimbursement was subject to the following conditions across all projects:

- (i) They are willing to continue with the Project for at least 03 years, or
 - (ii) They will have to return the handset in the event of their posting elsewhere
2. The above scheme, initially valid up to 31st March 2010, was extended up to 30th September 2010 vide this office letter of even number dated 13th April 2010.
3. Further continuation of this scheme beyond 30th September 2010 has been considered and it has now been decided with the approval of the competent authority to extend the reimbursements and incentives detailed in the letters of even number dated 21.10.2009 and 08.02.2010 for a further period of six months, i.e. up to 31st March 2011 subject to the same terms and conditions as specified earlier.


(Deepak Agrawal)
DGM (Restg.-I)

Copy for information to:

1. CMD, BSNL
2. All Functional Directors, BSNL Board
3. All Executive Directors, BSNL
4. Chief Vigilance Officer, BSNL
5. CS & GM (L), BSNL
6. GM (EF), BSNL
7. Director General of Audit, P&T, Sham Nath Marg, Delhi-110054
8. Dy. Manager (OL), BSNL Corporate Office, for Hindi translation