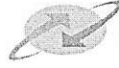


Sales & Marketing-CM
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भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

No. 27-5/2014-S&M-CM/16

Dated: 08.07.2014

To

The Chief General Managers
All Telecom Circles/Districts
BSNL

Sub: Allowing BSNL channel partners for selling of products/services in BSNL premises.

Ref:- 19-2/2013-S&M-CM dated 31.07.2013

Kindly refer to this office letter under reference vide which Channel partners was allowed for selling of products/services in BSNL premises even beyond working hour (say from 0800 hrs to 2000 hrs.) and also on Sundays & holidays.

During meeting with National BSNL Franchisee Association held on 2.7.14 in BSNL CO, NBFA has intimated that circles have wrongly interpreted the true spirit of instructions issued vide letter under reference and allowing such facility either during holidays or after office hours only.

In this regard it is clarified that CGMs are authorized to allow franchisees, DSAs and RDs to put their canopies for sale of BSNL products in BSNL premises during working hour & even beyond working hour (say from 0800 hrs to 2000 hrs.) and also on Sundays & holidays.

(Upendra Bakolia)
Addl. GM (S&M-CM)