

613, Products & Pricing-Consumer
Mobility

Bharat Sanchar Bhawan, New Delhi
Tel No: 23329722 Fax 23329723



भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)

BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

NO. GM(PP)/Project Vijay/2009/6

Dated: 5th Oct 2009

To

The Chief General Managers,
Chennai Telephones/ West Bengal/ Bihar/ Jharkhand/ Himachal Pradesh/
Chhattisgarh/ Gujarat/ Madhya Pradesh/ Orissa

Subject: Project Vijay – Provision of facilities to the channel management team members

As you would be aware, during Phase II of Project SHIKHAR (implementation phase), Project Vijay (Wave 2) implementation is being started in your circle.

With a view to ensure successful implementation of Project Vijay, it has been decided that the CGMs may extend the following facilities for Project Vijay team in their respective circle/ SSAs:

Facility	Number required	Provided to	Purpose
Office space, Computer	Space, and computer with BB facility for each team member	Rollout Manager, Circle level nodes, SSA Sales Heads, Franchisee Managers, Retailer Manager Coordinators	Data collection and compilation; Creation of daily/ weekly/ monthly review reports
Phone ¹	GSM CUG SIM / WLL phone per Channel Management Team member within admissible limits ¹ (if not available already)	Retailer Managers	Facilitate daily review with Retailer Manager Coordinator
Vehicle ^{2,3,4}	<ul style="list-style-type: none">• 1 vehicle in each SSA headed by executive upto GM• 2 vehicles in each SSA headed by PGM	AO sales / Franchisee Managers	Delivery of material to Franchisee doorstep, by Franchisee Manager and / or AO Sales

Notes to above table:

1. The admissible limits may be decided by the Circle and informed to the SSAs.
2. Vehicles may be diverted out of the sanctioned vehicles of the concerned Circle / SSA.
3. Vehicles are to be provided for delivery of inventory at the doorstep of the Franchisees, till such time delivery mechanism via courier is not institutionalized.
4. In case the vehicles mentioned above prove to be inadequate, use of transport on need basis may be reimbursed as per approval rate in SSA.

This is issued with the approval of Director CM.

Bijoy Mishra
(Bijoyahanda Mishra) S.X.05
Project Champion, Project Vijay

Copy to:

1. Director (Consumer Mobility)
2. Director (HR)
3. G.M. (Estt.)
4. G.M. (Corporate Restructuring)
5. M/s BCG
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