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

No. 7-2/2013/NWO-CFA/MSE.BPCL

Dated: 19.02.2014

The CGM
Telecom Circles /Metro Districts/ Mtnc. Regions

Sub: Agreement with BPCL for purchase of HSD/lubricant through prepaid card (Smart Fleet Programme).

Ref: This office letter of even no.dtd.27/08/2013 (copy of Agreement with BPCL).

After continuous pursuance & meetings, M/s BPCL has agreed to revise the terms & conditions related to reward points and issue/replacement of cards with effect from latter half of October'2013 as under:-

1. General Terms & conditions Xvii under item 9 of the agreement may be read as under:-

- BPCL shall issue Loyalty reward against the purchases of HSD & lubricants made by BSNL through SmartFleet cards. BPCL will issue loyalty reward of 15 Petromiles for every Rs. 150/- spend on Diesel and 250 reward points for every Rs 150/- spend on lubricants; However, this value may be revised from time to time at the discretion of BPCL with a notice of 15 days to BSNL.
- BPCL would additionally incentivize BSNL for the purchases above Rs 2/- Crores/month made through BPCL's CMS platform up to 90 (6 times the original amount) rewards points for purchase of Diesel and 1500 reward points for purchases of lubricants. The net total would thus read as 105 Petromiles (of value Re 1.575/-) for purchases of Rs 150/- for Diesel and 1750 Petromiles (of value Rs 26.25/-) for purchase of Lubricants. This is also read as 70 Petromiles (of value Rs1.05/-) for purchase of Rs 100/- and 1167 Petro miles (of value Rs 17.50/-) for purchase of Lubricants.
- **BPCL will issue points to BSNL considering the grouping of sales of all independent accounts of BSNL, spread across the country.** Redemption of the same will however be done at the individual FO level.

2. As BPCL's esteemed customer, there will be no charges levied for BSNL's requirement of fresh cards or cards for replacement. The concerned point stands amended.

On the basis of above amendments BPCL redeemed the reward points for the month of January'14. A copy of the same is enclosed for verification by individual FO holder.

Contact details of Regional Managers of M/s BPCL are as under:

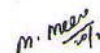
North – Achman Trehan
Regional fleet Sales manager (Retail), North
Contact no Mobile --+919899146092
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West - Anil Ahluwalia
Regional fleet Sales manager (Retail), West
Contact no Mobile --+91 9820313660
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East – Mainak Mukherji
Regional fleet sales manager (Retail), East
Contact no Mobile --+91 9800863747
Email id : mainakm@bharatpetroleum.in.

South – S. Kanakarajan
Regional fleet Sales manager (Retail), South
Contact no Mobile --+91 9444958809
Email id: kanakarajans@bharatpetroleum.in.

Encls. : A/A


(Mukesh Meena)
DGM (NWO-I-CFA)

Fos under BSNL Group & their Sale & PMs Earned /Awarded during Jan'14

Our offering is (1+6)

FO_ID	TOTAL_SALE	CATEGORY	Total Earned points	PMs awarded	Total PMs Earned + Awarded	Amount awarded in Rs.
FO0100014811	211300	SIGNATURE	21130	126780	147910	2218.7
FO0100220356	303750.15	SIGNATURE	30375	182250	212625	3189.4
FO0100039616	253672.15	SIGNATURE	25362	152172	177534	2663.0
FO0100220509	1215942.5	SIGNATURE	165331	991986	1157317	17359.8
FO0100312074	278476.84	SIGNATURE	33327	199962	233289	3499.3
FO0100224791	982564	SIGNATURE	121210	727260	848470	12727.1
FO0100304209	821763.1	SIGNATURE	82180	493080	575260	8628.9
FO0100038015	294092.9	SIGNATURE	29408	176448	205856	3087.8
FO0100218119	2031200.71	SIGNATURE	204368	1226208	1430576	21458.6
FO0100038012	1984006.73	SIGNATURE	198400	1187920	1386320	20794.8
FO0100261743	317963.36	SIGNATURE	34939	180199	215138	3227.1
FO0100203364	255085	SIGNATURE	31780	190680	222460	3336.9
FO0100016154	903027.58	SIGNATURE	106913	641478	748391	11225.9
FO0100203285	205000.55	SIGNATURE	20500	123000	143500	2152.5
FO0100211484	1011225.5	SIGNATURE	112116	672696	784812	11772.2
FO0100214596	891075.95	SIGNATURE	157231	943386	1100617	16509.3
FO0100214874	705522.28	SIGNATURE	72267	433602	505869	7588.0
FO0100215193	290695.5	SIGNATURE	33402	200412	233814	3507.2
FO0100215261	1168755.14	SIGNATURE	139890	839340	979230	14688.5
FO0100220312	556549.5	SIGNATURE	55658	333948	389606	5844.1
FO0100220324	331789.3	SIGNATURE	33182	199092	232274	3484.1
FO0100270872	223140.5	SIGNATURE	22316	133896	156212	2343.2
FO0100271075	2199634.07	SIGNATURE	298458	1790748	2089206	31338.1
FO0100282128	291700	SIGNATURE	29170	175020	204190	3062.9
FO0100285472	539081.04	SIGNATURE	53911	323466	377377	5660.7
FO0100285610	1362427.2	SIGNATURE	136238	817428	953666	14305.0
FO0100224688	426526.6	SIGNATURE	44886	269316	314202	4713.0
FO0100220195	923000	SIGNATURE	92300	543800	636100	9541.5
FO0100033157	420372.53	SIGNATURE	42034	252204	294238	4413.6
FO0100187767	256023	SIGNATURE	25604	153624	179228	2688.4
FO0100270874	495877	SIGNATURE	49969	299814	349783	5246.7
FO0100285046	314021.1	SIGNATURE	31404	188424	219828	3297.4
FO0100276541	336108	SIGNATURE	33610	201660	235270	3529.1
FO0100220204	276460.67	SIGNATURE	39251	235506	274757	4121.4
FO0100217786	403132.35	SIGNATURE	40312	240332	280644	4209.7
FO0100187766	992752	SIGNATURE	99284	595704	694988	10424.8
FO0100224966	216539.43	SIGNATURE	24047	144282	168329	2524.9
FO0100195617	560074.91	SIGNATURE	56011	336066	392077	5881.2
FO0100284779	364270.73	SIGNATURE	36425	218550	254975	3824.6
FO0100220635	280265.83	SIGNATURE	28025	168150	196175	2942.6

FO0100286219	811423.7	SIGNATURE	87998	527988	615986	9239.8
FO0100013573	949860.63	SIGNATURE	94990	569940	664930	9974.0
FO0100220739	334388.2	SIGNATURE	33442	200652	234094	3511.4
FO0100014889	544396.56	SIGNATURE	54439	291049	345488	5182.3
FO0100230321	2303490.22	SIGNATURE	275253	1651518	1926771	28901.6
FO0100033119	400221.72	SIGNATURE	40023	240138	280161	4202.4
FO0100220461	311131.85	SIGNATURE	31115	186690	217805	3267.1
FO0100049237	928988	SIGNATURE	92899	557394	650293	9754.4
FO0100187346	519000.95	SIGNATURE	51905	311430	363335	5450.0
FO0100187768	233969.25	SIGNATURE	23397	140382	163779	2456.7
FO0100193396	205725.47	SIGNATURE	30138	180828	210966	3164.5
FO0100193411	229435	SIGNATURE	22946	137676	160622	2409.3
FO0100201186	283608.5	SIGNATURE	28363	170178	198541	2978.1
FO0100294677	695964	SIGNATURE	76221	457326	533547	8003.2
34646469.8					26768431	401526.5

Rs 401526.00 awarded in the month of January '14 as rewards to BSNL for total purchases of Rs 3.46 Crore