Office of Chief General Manager(Telecom) Marketing Cell-CFA, Tamilnadu Telecom Circle New CTS Building, Ground Floor, 16, Greams Road, Chennai-600 006

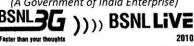


भारत संचार निगम लिमिठेड

(भारत सरकार का एक उद्यम)

BHARAT SANCHAR NIGAM LIMITED

(A Government of India Enterprise)



Mktg/CFA/BB General /2010-11/75

dt 01/08/11

Sub: Incentive to employees –reg

Ref: C.O.letter No.1-1/2009/R&C(CFA) dt 08/06/11

Kindly refer to the letter cited above vide which long duration payment option for BB connections has been announced by Corporate office. The scheme is aimed at generating more revenue in advance. In order to motivate the employees and thereby increase enrolment to this option, CGM Tamilnadu circle has approved an incentive for employees as below.

Any employee who enrols a customer (either existing customer or new customer who is under Plan with FMC Rs.499/- or more) to the long duration option (Pay for 24 months and get for 36 months or pay for 18 months and get for 24 months) will be eligible to get an incentive of Rs.50/- per connection.

The scheme may be launched for a period of two months with effect from 1/08/11 to 30/09/11. The scheme may be popularised among all employees to get more revenue.

A feedback report on the scheme may be furnished in the following proforma on weekly basis by saturday.

Report on employee incentive scheme for long duration option

SSA:

For the week ending

Total	No.of	Out	of	(1)	No.of	Tota	al	No.of	Out of (3)	No.of
connections	enrolled	conne	ection	ıs	enrolled	con	nections	enrolled	connections	
during the we	by employees				during the week under			enrolled	by	
24 months	payment		(2)			18	months	payment	employees	
option						opti	ion		(4)	
(1)							(3)		04 1286 	

(S.K.Radha)

General Manager(S&M-CFA) Ph:044-2829 7140, Fax: 2829 7160

To All heads of SSA BSNL, Tamilnadu Circle.

Copy to:

Sr. GM(NWP-CFA), O/o.CGM, Chennai-8