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

**01<sup>st</sup> January, 2010**

**BSNL/BD/Hughes/4-64/2007 (KW)**

The Chief General Manager,  
All Telecom Circles/Metro Distts.

**Sub: Special Tariff for matching with the tariff of competitors for the customers of M/s Hughes Communications Ltd.**

M/s Hughes Communications is facilitating BSNL's Broadband services to its customers for providing end-to-end solution to the customers. In this regard, a competitive Broadband tariff plan was offered to M/s Hughes Communications which is being further given to their customers by them. M/s Hughes Communications is presently having more than 1200 connections from BSNL for their customers.

M/s Hughes has asked for competitive tariff under unlimited Broadband Plan for offering to their customers. It has been indicated by M/s Hughes Communications that other competitors are very aggressive in offering unlimited Broadband packages. In this regard, competent authority has approved the pricing/tariff for various Broadband Plans for customers of M/s Hughes across India as indicated below:

Sl. No.	Plan / Features	BSNL	
		Existing	Proposed
1	<b>256 Kbps(UL)</b>		
	FMC	3300	2000
	Static IP	free	free
2	<b>512Kbps (UL)</b>		
	FMC	6000	3000
	Static IP	Free	Free
3	<b>750 Kbps (UL)</b>		
	FMC		3750
	Static IP		Free
4	<b>1 Mbps(UL)</b>		
	FMC	9000	4500
	Static IP	Free	Free
5	<b>2.5 Mbps(UL)</b>		
	FMC	15000 2 Mbps	8000
	Static IP	Free	free

Gurgaon Telecom is the nodal authority for all commercial and billing activity as well as providing single bill to M/s Hughes Communications. In this regard, detailed instructions have already been issued for single billing to the customers through P-3 system. It is requested that above mentioned plan may also be included in the existing plans approved for M/s Hughes for offering to their customers. It may be noted that other terms and conditions shall remain the same as communicated through its previous letter. For uniformity of Sulabh Tariff Plan, present highest slab of tariff may be kept for all types of connections for M/s Hughes Communications. Accordingly, plan may be created by Data Networks, Bangalore.

It is requested that necessary action may be taken to provide above mentioned plan to M/s Hughes on pan India basis through commercial and billing authority, Gurgaon Telecom.



**(Premjit Lal)**  
**DGM (EB-II)**

**Copy to:**

1. GM (EB-City), NCR, Mumbai, Chennai, Kolkata, Pune, Ahmedabad, Hyderabad, Bangalore
2. GM (Enterprise – Circle), All Telecom Circles/Metro Distt.
3. GMTD, Gurgaon Telecom for necessary action
4. GM, Data Networks, Bangalore for necessary action.