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

No. 27-16/2011-S&M-CM/14

Dated: 24-8-2011

To

Chief General Manager
All Telecom Circles

Sub: Filling of vacant franchisee territories

Look after/migration relaxation in Sales & Distribution Policy was conveyed vide letter of even number dated 26-07-2011 in order to ensure filling up of vacant franchisee territories either by regularizing look after arrangement based on satisfactory performance or by an empowered committee of three officers after floating EOI, at least once.

It has been inferred by one of the Circles that the existing look after arrangement has to continue till 1-4-2012, the date of review after six months from 1-10-2011. Probably, the Circle is waiting to apply the said guidelines to those territories which will fall vacant on 1-10-2011 and beyond. It is to clarify that the said guidelines dated 26-7-2011 are applicable even for the territories falling vacant prior to 1-10-2011, **i.e., from immediate effect**. Further, para 2 of the said guidelines relating to filling up of a vacant territory through an empowered committee of three officers could be applied anytime if the performance of looking after franchisee is not satisfactory as per guidelines vide letter no. 27-9/2010-SM-CM (Part-II) dated 1-4-2010.

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

Copy to:

CMD & All Directors, BSNL Board- for kind information