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

No: 64-256/2013-Project Udaan

Date: 26/09/2013

To,
The General Manager(S&M-CFA)
O/o CGM, Tamilnadu Telecom Circle
Chennai

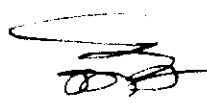
Sub: Payment of incentives to sales team and inclusion of FTTH leads for base reimbursement- reg.

Ref: 1) MKTG/CFA/(P) Udaan/Incentives to Sales Team/2013-14/2 dated
at CNI 26/08/13

2) Mktg/CFA/ (P) Udaan/Corp(O) Corr/2011-12/59 dated @ CNI _/08/2013

3) 4-20/2009-Restructuring dated 02/09/2013 on BSNL Intranet

In reference to the subject cited above and your letters under reference 1 & 2, it is hereby conveyed that scheme of reimbursements, facilities, awards and incentives for sales team in Project Udaan is valid till 31st March 2014 vide letter under ref. 3 mentioned above. FTTH connections are part of scheme for base reimbursement as per Para 1.2: Base Reimbursements for Consumer Fixed Access (Project Udaan) in Annexure-I of the letter referred at (3) above.


(Anil Jain)
P. G.M.(NWP-BB)

Copy to) Dir(CFA) for kind information please.

2) CGMs, Territorial Circles.