Sales & Marketing-CM 219, Eastern court Corporate Office, New Delhi-1 Tel No 23326544, Fax 23326545 ddg_sales@bsnl.co.in



No. 27-10/2015/S&M-CM/77

Dated: 09.10.2017

To

The Chief General Managers All Telecom Circles / Districts BSNL

Sub: - Modification in the criteria for existing Trade scheme incentive-reg.

Ref: - This office letter no.27-10/2015-S&M-CM/73 dated 29.06.2017

Kindly refer to this office letter under reference vide which instructions regarding Trade scheme was issued. Based on the observation made by ITPC, competent authority has approved that maximum value of SER (SIM efficiency ratio) may be limited to 3 (three) for the eligibility of trade scheme incentive to franchisee.

Jt. GM (Sales-CM) 09 10 17

Copy to: - dr. GM (Dev.), ITPC for info.