

Restructuring Cell, Corporate Office,  
7<sup>th</sup> Floor, Bharat Sanchar Bhavan,  
Janpath, New Delhi-110001  
Tel No 23710400 / 23037137



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

No. 4-20/2009/Restructuring/Vol-III

Date: 18.09.2018

To

**The Chief General Managers of  
All Territorial Circles  
Bharat Sanchar Nigam Limited**

**Subject: Project SHIKHAR implementation - extension of scheme of reimbursements, facilities, awards and incentives for sales teams in Consumer Mobility (Project Vijay), Consumer Fixed Access (Project Udaan) and Enterprise.**

Approval of the competent authority is conveyed for extension of the scheme for reimbursements, facilities, awards and incentives for Sales Teams in Consumer Mobility (Project Vijay), Consumer Fixed Access (Project Udaan) and Enterprise Units, as contained in the enclosure to this letter. The amended scheme will be valid from 1<sup>st</sup> October 2017 to 31<sup>st</sup> August 2019. Fulfilment of conditions with regard to sales, customer visits or retailer visits etc. as applicable and as prescribed in the enclosed scheme must be ensured prior to sanction of reimbursements, facilities, awards and incentives, as the case may be.

2. Heads of Territorial Circles are requested to take further necessary action accordingly for implementation of the above scheme. It is also requested to maintain an account for Expenditure incurred on the scheme and the Benefits accrued (in Rs. Cr.) so that it can be provided to the concerned verticals of the Corporate Office whenever required.

(Sudhira Sabharwal)  
DGM(Restg/WS&I)

*Encl: As above*

Copy for information to:

1. CMD, BSNL
2. All Functional Directors, BSNL Board
3. All Executive Directors, BSNL
4. Chief Vigilance Officer, BSNL CO, New Delhi.
5. CS & Sr. GM (Legal), BSNL CO, New Delhi.
5. GM (EF), BSNL CO, New Delhi.
7. Director General of Audit, P&T, Sham Nath Marg, Delhi-110054
3. Dy. Manager (OL), BSNL Corporate Office, for Hindi translation.