

No: 2-1/2009-BSNL/TR [CFA]

Dated: 05. 9. 2011

To

All Heads of Telecom Circles / Metro Telephones Districts,
Bharat Sanchar Nigam Limited.

Subject: Modifications to recovery scheme for realization of outstanding telephones dues under project "Kuber", after expiry of the existing term of the scheme on 08-07-2011 and allotment of the outstanding amount allocated earlier to Recovery Agents/Agencies to In-house teams for recovery of the same by grant of incentive- regarding.

Kind reference is invited to this office letter of even no. dated 23.8.2011 regarding extension of recovery scheme for collection of outstanding Telecom revenue up to 3 years old under the Project "Kuber. **The said scheme expired on 8.7.2011.**

The issue regarding allotment of the outstanding amount allocated earlier to Recovery Agents/Agencies to In-house teams for recovery of the same by grant of incentive had been engaging the attention of this office since expiry of the above referred recovery scheme. In this regard proposal submitted to the Competent Authority has been approved. The Competent Authority has approved the modification to the **earlier recovery scheme under Project "Kuber, which expired on 8.7.2011**, as follows:

- 1) The 'over three month up to three year old outstanding' allocated earlier to Pvt. Recovery Agents and Agencies may be allocated now to In-House Teams.
- 2) The In-House Teams to whom incentive under the staff Incentive Scheme is payable at the rate of 4% to 10% for more than three year old outstanding depending upon the age of outstanding beyond three years, as per instructions issued vide circular No.2-1/2008/BSNL/TR dated 31.5.2011 may be allowed incentive for recovery of more than one year to three year old outstanding also for which the rate of incentive is payable shall be 3% .

The rate of incentive under the Incentive Scheme shall now be as follows:

| S.No. | Age of outstanding dues as on 01.04.2011 | Incentive payable to staff |
|-------|--|----------------------------|
| 1 | Up to one year old | Nil |
| 2 | Over one year to 3 years old | 3% |
| 3 | Over 3 years to 4 years old | 4% |
| 4 | Over 4 years to 6 years old | 8% |
| 5 | Over 6 years old | 10% |

The achievement report being sent at present by the Circles against incentive scheme for Staff should now include the achievement against one to three year old outstanding also.

- 3) The SSAs who desire to liquidate the outstanding through Pvt. Recovery Agents and Agencies based on their past performance instead of allocating the outstanding amount up to three year old period to In-House Teams, may continue to do so and intimate to Corporate office regarding the same.

The achievement report in this regard for recovery by Recovery agents/Agencies from 01-09-2011 onwards may be sent by Circles on monthly basis in the format prescribed earlier for showing performance of collection agencies.

- 4) Modified Scheme shall be valid from 1.9.2011 to 31.3.2012.

Heads of Circles may give wide publicity to this scheme among the SSAs and staff to ensure the speedy recovery of outstanding dues.



(G.P.Verma)
GM (Finance)-CFA

Copy for information to :

1. CMD, BSNL.
2. All Directors on BSNL's Board.
3. Executive Director (Finance) CO BSNL.
4. GM (F) CM CO BSNL, New Delhi.
5. DGM RM-I (CFA)/ RM-II (CFA)/ T&C (CFA) , RM (CM), CO BSNL.