

**Business Planning- Enterprise Branch**  
**Corporate office**  
**7<sup>th</sup> Floor, Bharat Sanchar Bhawan,**  
**H C Mathur Lane, Janpath,**  
**New Delhi 110001**



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

**No. 112-21/09-BP-Ent**

**Dated 20<sup>th</sup> Jan, 2012**

To

The Chief General Manager,  
 A P Telecom Circle,  
 HYDERABAD.

**Sub: Discounting powers for key Enterprise Products – delegation to field units -  
 Regarding**

Kindly refer to your office Email dated 17-10-2011, received from AGM (EB-I), AP Telecom Circle, on the above mentioned subject wherein, it has been requested to clarify, whether the additional 5% discount mentioned at para 3.2 of letter of even No. dated 21-12-2009 can be applied beyond the maximum limits mentioned in letter of even No. dated 29-09-2011.

In this regard it is clarified that as per this office letter of even no. dated 29.09.11 now CGMs can offer discount up to 90% on ILL tariff therefore 5% additional discount, for the purpose of matching the competition/tenders, can not be exercised by CGMT/GM (EB) over and above on the discount revised vide this office letter of even no. dated 29.09.11 and if required the case may be forwarded to ECT-EBU for consideration.

*C. K. BHAN*  
 26/1/12  
 (C. K. BHAN)

Asst. General Manager(BP-Ent)

Copy to:

All CGMs BSNL Circles/Districts/Mtce Regions