

BHARAT SANCHAR NIGAM LIMITED
(CORPORATE OFFICE)
Bharat Sanchar Bhavan, Janpath,
New Delhi-110 001.

No. 4-20/2009-Restructuring

Date: 21st October 2009

To

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

Subject: Project SHIKHAR implementation - reimbursements and incentives for Sales Teams in Consumer Mobility (Project Vijay), Consumer Fixed Access (Project Udaan) and Enterprise.

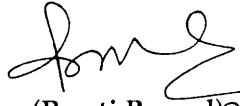
Approval of the Competent Authority is hereby conveyed for sanction of reimbursements, facilities, awards and incentives for Sales Teams in Consumer Mobility (Project Vijay), Consumer Fixed Access (Project Udaan) and Enterprise Units, as follows:

Annexure I	-	Base Reimbursements
Annexure II	-	Facilities
Annexure III	-	Awards
Annexure IV	--	Incentives

2. While sanctioning these reimbursements and incentives, the guidelines as contained in the enclosed note shall be carefully followed by the sanctioning authorities. The powers of the competent authorities for this purpose cannot be further delegated.

3. This approval is subject to the condition that no additional TA/DA should be claimed for sales-related travel.

4. This approval is valid up to 31.03.2010.


(Preeti Banzal) 21/10/09
DGM (Restructuring-II)

Enclosures: Annexures I to V

Copy to:

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