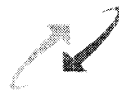


Sales & Marketing-CM

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भारत संचार निगम लिमिटेड

(भारत सरकार का उपक्रम)

BHARAT SANCHAR NIGAM LIMITED

(A Govt. of India Enterprise)

No: 40-1/2010-SM-CM (Pt.-II)

Date: 16.08.2010

To

The Chief General Managers
All Telecom Circles/Districts
BSNL

SUB: Experience issuing authority in franchisee S&D Policy-2009- regarding

This office is in receipt of letter from Rajasthan Circle regarding clarification about above subject.

As per condition mentioned in section 'C' para-II of EOI, experience certificate is to be issued by marketing head of the company in case of private operators. In some private companies the distributors are reporting to Sales head, Territory head etc. instead of marketing head. So it is issued by various authorities of private companies such as Sales head, Territory manager, Authorized Signatory etc.

In respect of above,

It is clarified that the term 'Marketing Head' is a generic one which is encompassing other positions with nomenclature 'Sales Head', 'Territory Manager' etc. dealing with sales channel. experience certificate may be issued by the any appropriate level official of the company, authorized to issue such certificate.

(Indrajeet. S. Khanna)

GM (Sales & Mktg. CM)