

**Sales & Marketing-CM**

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भारत संचार निगम लिमिटेड  
BHARAT SANCHAR NIGAM LIMITED

No. 27-9/2010-SM-CM (Pt.-IX)

Date: 15.10.2010

To,

The Chief General Manager,  
All Telecom Circles/ Districts,  
BSNL

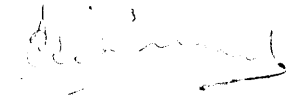
**SUB: - Extension for provisionally migrated franchisees**

Kindly refer this office letter no. 27-9/2010-SM-CM (Pt.-II) dated 01.04.2010 regarding criteria of migration of franchisees under Sales and Distribution Policy -2009.

As per the clause 'f' of this letter, telecom circle heads were authorized to provisionally migrate some of the franchisees who did not figure either in List 'A' or List 'B' by relaxing benchmark up-to 95% for six months. This six months period is going to be completed soon and some request for the extension of provisional migration has been received from field units.

In this regard, following is issued with the approval of competent authority:

*"CGMs are authorized to extend agreements of these provisionally migrated franchisees for a further period up to six months. All other guidelines will remain same as contained in the above referred letter".*



(Indrajeet S. Khanna)  
General Manager (SM.-CM)