

O/O NWOCFA Cell. 8<sup>th</sup> Floor  
Bharat Sanchar Bhawan,  
Janpath, New Delhi-110001.  
PH: 011- 23716688, Fax: 011- 23766033  
Email: nwocfa@bsnl.co.in



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

No. 7-2/2013/NWO-CFA/MSE.BPCL

Dated: 19.02.2014

The CGM  
Telecom Circles /Metro Districts/ Mtnce. Regions

**Sub: Agreement with BPCL for purchase of HSD/lubricant through prepaid card (Smart Fleet Programme).**

Ref: This office letter of even no.dtd.27/08/2013 (copy of Agreement with BPCL).

After continuous pursuance & meetings, M/s BPCL has agreed to revise the terms & conditions related to reward points and issue/replacement of cards with effect from latter half of October'2013 as under:-

1. General Terms & conditions Xvii under item 9 of the agreement may be read as under:-

- BPCL shall issue Loyalty reward against the purchases of HSD & lubricants made by BSNL through SmartFleet cards. BPCL will issue loyalty reward of 15 Petromiles for every Rs. 150/- spend on Diesel and 250 reward points for every Rs 150/- spend on lubricants; However, this value may be revised from time to time at the discretion of BPCL with a notice of 15 days to BSNL.
- BPCL would additionally incentivize BSNL for the purchases above Rs 2/- Crores/month made through BPCL's CMS platform up to 90 (6 times the original amount) rewards points for purchase of Diesel and 1500 reward points for purchases of lubricants. The net total would thus read as 105 Petromiles (of value Re 1.575/-) for purchases of Rs 150/- for Diesel and 1750 Petromiles (of value Rs 26.25/-) for purchase of Lubricants. This is also read as 70 Petromiles (of value Rs1.05/-) for purchase of Rs 100/- and 1167 Petro miles (of value Rs 17.50/-) for purchase of Lubricants.
- **BPCL will issue points to BSNL considering the grouping of sales of all independent accounts of BSNL, spread across the country.** Redemption of the same will however be done at the individual FO level.

2. As BPCL's esteemed customer, there will be no charges levied for BSNL's requirement of fresh cards or cards for replacement. The concerned point stands amended.

On the basis of above amendments BPCL redeemed the reward points for the month of January'14. A copy of the same is enclosed for verification by individual FO holder.

Contact details of Regional Managers of M/s BPCL are as under:

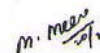
North – Achman Trehan  
Regional fleet Sales manager (Retail), North  
Contact no Mobile --+919899146092  
Emailid: trehanaah@bharatpetroleum.in.

West - Anil Ahluwalia  
Regional fleet Sales manager (Retail), West  
Contact no Mobile --+91 9820313660  
Email id: ahluwaliaa@bharatpetroleum.in

East – Mainak Mukherji  
Regional fleet sales manager (Retail), East  
Contact no Mobile --+91 9800863747  
Email id : mainakm@bharatpetroleum.in.

South – S. Kanakarajan  
Regional fleet Sales manager (Retail), South  
Contact no Mobile --+91 9444958809  
Email id: kanakarajans@bharatpetroleum.in.

Encls. : A/A

  
(Mukesh Meena)  
DGM (NWO-I-CFA)

Our Fos under BSNL Group & their Sale & PMs Earned /Awarded during Jan'14  
 Our offering is (1+6)

| FO_ID        | TOTAL_SALE | CATEGORY  | Total Earned points | PMs awarded | Total PMs Earned + Awarded | Amount awarded in Rs. |
|--------------|------------|-----------|---------------------|-------------|----------------------------|-----------------------|
| FO0100014811 | 211300     | SIGNATURE | 21130               | 126780      | 147910                     | 2218.7                |
| FO0100220356 | 303750.15  | SIGNATURE | 30375               | 182250      | 212625                     | 3189.4                |
| FO0100039616 | 253672.15  | SIGNATURE | 25362               | 152172      | 177534                     | 2663.0                |
| FO0100220509 | 1215942.5  | SIGNATURE | 165331              | 991986      | 1157317                    | 17359.8               |
| FO0100312074 | 278476.84  | SIGNATURE | 33327               | 199962      | 233289                     | 3499.3                |
| FO0100224791 | 982564     | SIGNATURE | 121210              | 727260      | 848470                     | 12727.1               |
| FO0100304209 | 821763.1   | SIGNATURE | 82180               | 493080      | 575260                     | 8628.9                |
| FO0100038015 | 294092.9   | SIGNATURE | 29408               | 176448      | 205856                     | 3087.8                |
| FO0100218119 | 2031200.71 | SIGNATURE | 204368              | 1226208     | 1430576                    | 21458.6               |
| FO0100038012 | 1984006.73 | SIGNATURE | 198400              | 1187920     | 1386320                    | 20794.8               |
| FO0100261743 | 317963.36  | SIGNATURE | 34939               | 180199      | 215138                     | 3227.1                |
| FO0100203364 | 255085     | SIGNATURE | 31780               | 190680      | 222460                     | 3336.9                |
| FO0100016154 | 903027.58  | SIGNATURE | 106913              | 641478      | 748391                     | 11225.9               |
| FO0100203285 | 205000.55  | SIGNATURE | 20500               | 123000      | 143500                     | 2152.5                |
| FO0100211484 | 1011225.5  | SIGNATURE | 112116              | 672696      | 784812                     | 11772.2               |
| FO0100214596 | 891075.95  | SIGNATURE | 157231              | 943386      | 1100617                    | 16509.3               |
| FO0100214874 | 705522.28  | SIGNATURE | 72267               | 433602      | 505869                     | 7588.0                |
| FO0100215193 | 290695.5   | SIGNATURE | 33402               | 200412      | 233814                     | 3507.2                |
| FO0100215261 | 1168755.14 | SIGNATURE | 139890              | 839340      | 979230                     | 14688.5               |
| FO0100220312 | 556549.5   | SIGNATURE | 55658               | 333948      | 389606                     | 5844.1                |
| FO0100220324 | 331789.3   | SIGNATURE | 33182               | 199092      | 232274                     | 3484.1                |
| FO0100270872 | 223140.5   | SIGNATURE | 22316               | 133896      | 156212                     | 2343.2                |
| FO0100271075 | 2199634.07 | SIGNATURE | 298458              | 1790748     | 2089206                    | 31338.1               |
| FO0100282128 | 291700     | SIGNATURE | 29170               | 175020      | 204190                     | 3062.9                |
| FO0100285472 | 539081.04  | SIGNATURE | 53911               | 323466      | 377377                     | 5660.7                |
| FO0100285610 | 1362427.2  | SIGNATURE | 136238              | 817428      | 953666                     | 14305.0               |
| FO0100224688 | 426526.6   | SIGNATURE | 44886               | 269316      | 314202                     | 4713.0                |
| FO0100220195 | 923000     | SIGNATURE | 92300               | 543800      | 636100                     | 9541.5                |
| FO0100033157 | 420372.53  | SIGNATURE | 42034               | 252204      | 294238                     | 4413.6                |
| FO0100187767 | 256023     | SIGNATURE | 25604               | 153624      | 179228                     | 2688.4                |
| FO0100270874 | 495877     | SIGNATURE | 49969               | 299814      | 349783                     | 5246.7                |
| FO0100285046 | 314021.1   | SIGNATURE | 31404               | 188424      | 219828                     | 3297.4                |
| FO0100276541 | 336108     | SIGNATURE | 33610               | 201660      | 235270                     | 3529.1                |
| FO0100220204 | 276460.67  | SIGNATURE | 39251               | 235506      | 274757                     | 4121.4                |
| FO0100217786 | 403132.35  | SIGNATURE | 40312               | 240332      | 280644                     | 4209.7                |
| FO0100187766 | 992752     | SIGNATURE | 99284               | 595704      | 694988                     | 10424.8               |
| FO0100224966 | 216539.43  | SIGNATURE | 24047               | 144282      | 168329                     | 2524.9                |
| FO0100195617 | 560074.91  | SIGNATURE | 56011               | 336066      | 392077                     | 5881.2                |
| FO0100284779 | 364270.73  | SIGNATURE | 36425               | 218550      | 254975                     | 3824.6                |
| FO0100220635 | 280265.83  | SIGNATURE | 28025               | 168150      | 196175                     | 2942.6                |

|              |            |           |        |          |          |         |
|--------------|------------|-----------|--------|----------|----------|---------|
| FO0100286219 | 811423.7   | SIGNATURE | 87998  | 527988   | 615986   | 9239.8  |
| FO0100013573 | 949860.63  | SIGNATURE | 94990  | 569940   | 664930   | 9974.0  |
| FO0100220739 | 334388.2   | SIGNATURE | 33442  | 200652   | 234094   | 3511.4  |
| FO0100014889 | 544396.56  | SIGNATURE | 54439  | 291049   | 345488   | 5182.3  |
| FO0100230321 | 2303490.22 | SIGNATURE | 275253 | 1651518  | 1926771  | 28901.6 |
| FO0100033119 | 400221.72  | SIGNATURE | 40023  | 240138   | 280161   | 4202.4  |
| FO0100220461 | 311131.85  | SIGNATURE | 31115  | 186690   | 217805   | 3267.1  |
| FO0100049237 | 928988     | SIGNATURE | 92899  | 557394   | 650293   | 9754.4  |
| FO0100187346 | 519000.95  | SIGNATURE | 51905  | 311430   | 363335   | 5450.0  |
| FO0100187768 | 233969.25  | SIGNATURE | 23397  | 140382   | 163779   | 2456.7  |
| FO0100193396 | 205725.47  | SIGNATURE | 30138  | 180828   | 210966   | 3164.5  |
| FO0100193411 | 229435     | SIGNATURE | 22946  | 137676   | 160622   | 2409.3  |
| FO0100201186 | 283608.5   | SIGNATURE | 28363  | 170178   | 198541   | 2978.1  |
| FO0100294677 | 695964     | SIGNATURE | 76221  | 457326   | 533547   | 8003.2  |
| 34646469.8   |            |           |        | 26768431 | 401526.5 |         |

Rs 401526.00 awarded in the month of January '14 as rewards to BSNL for total purchases of Rs 3.46 Crore