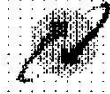


Office of
Chief General Manager, Telecom
TN Circle, Marketing Cell - CFA
Ground Floor, CTS Building,
No.16, Greams Road,
Chennai - 600 006

BHARAT SANCHAR NIGAM LIMITED
(A Government of India Enterprise)



Mktg/CFA/BB - Genl/2009-10/ 51

dated at chennai-6, the 08/10/2010

Sub: Incentive Scheme for BSNL employees for bringing New Post Paid
BB connections in rural areas - reg.

Chief General Manger, Tamilnadu Circle has approved an incentive scheme to employees for bringing new post paid Broad band connections in rural areas.

Scope of the scheme:

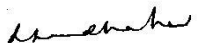
1. Scheme applicable for bringing new post paid BB connections in rural areas only.
2. Incentive to employees who brings in the connection is Rs. 100/-
3. Scheme not applicable to staff working in Project Udaan.
4. Scheme takes effect from 01.10.10 and will be applicable till 31.12.2010.
5. The scheme communicated vide this office letter of even no. dated 09.04.10 is not applicable any more.

SSAs are requested to apprise the staff of the scheme and to bring in maximum connections. A monthly report may be submitted before 5th of the subsequent month in the following format.

SSA _____

Progress report on employee incentive scheme for post paid BB for the month of _____

No. of connections brought in throughout SSA	Name of the employee who brought in the highest no. of connections	No. of connections brought in by the employee


Deputy General Manger (S&M)-CFA
O/o CGM, BSNL, TN Circle,
Chennai-6.

To
All Heads of SSA.

Copy to:
Assistant General Manager (Udaan)/ All SSAs.