



BHARAT SANCHAR NIGAM LIMITED,
307, 3rd Floor, Bharat Sanchar Bhavan,
Janpath, New Delhi – 110 001

No. Director (CFA)/Corres./PPS/2012
Dated the 18th October 2012

To,

CGMs
All Telecom Circles/Metro District

Subject: Suggestions and proposals for rationalization of Broadband Tariff, regarding

During various CFA performance review meetings conducted at my level with Circle and SSA heads across the country, some of the SSA head suggested for increasing Broadband tariffs in their areas as competition offerings were either not there or were at higher tariff. This was suggested in light of the decline of CFA revenue and profitability.

A strong need was felt to rationalize the Broadband tariffs of various BB existing plans so as to keep them at par with competition offerings on Broadband data download/upload speed and limits.

You are therefore requested to examine all the existing Broadband tariff plans of all the SSA of your Circle viz-a-vis competition Broadband offerings in terms of parameters like data download/upload speed, data limits in various plans, rate of data usage beyond free limit etc. and come out with proposals with detailed justifications within 15 days.

It is expected that every circle shall send at least 3 such proposals to the undersigned positively by **5th November'12**.

NK
18/10/12
(N.K. Gupta)

Copy to:

CMD for information please
Sr. GM NWP-BB and NWO-CFA BSNL CO.

IndiaBroadband >>
Linking India

Connecting India

BHARAT SANCHAR NIGAM LIMITED
(A Government of India Enterprise)
Network operation Cell CFA
8th floor, Bharat Sanchar Bhawan , Janpath,
NEW DELHI-110 001
Tel. 23714455, Fax 23354549

No. 8-23/2012/PHM

Dt. 19.10.2012

**All Chief General Managers,
Telecom circles**

Kindly refer D.O. letter no. Dir(CFA)/Misc/PPS/2012-13 dated 16th July 2012 from Director (CFA) regarding quarterly revenue figures of SSA in the enclosed Excel format of your circle . The revenue figures upto 2nd quarter may kindly be sent at email 'hariramshukla2@gmail.com' by 25th October 2012 as desired by Director (CFA).


(H.R. Shukla)
Sr. GM(NWO-CFA)

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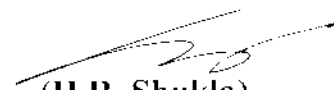
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(H.R. Shukla)
Sr. GM(NWO-CFA)

Circle:

S. No	SSA	April-June 11	April - June 12	% change	Rank	SSA	July-Sep 11	July-Sep 12	% change	Rank
1										
2										
3										
4										
5										
6										
7										
8										
9										
10										
11										
12										
13										
14										
15										
16										
17										
	Total					Total				

Broadband

Sr No	SSA	April-June 11	April - June 12	% change	Rank	SSA	July-Sep 11	July-Sep 12	% change	Rank
1										
2										
3										
4										
5										
6										
7										
8										
9										
10										
11										
12										
13										
14										
15										
16										
17										
						Total				