

**PROJECT UDAAN****Broadband Section****802, Bharat Sanchar Bhavan****Ph 011-23766425****Fax 011-23734284****भारत संचार निगम लिमिटेड**

(भारत सरकार का उपक्रम)

**BHARAT SANCHAR NIGAM LIMITED**

(A Govt. of India Enterprise)

No.64-104/2010-Proj. Udaan

Dated: - 02-08-2010

To,

All Chief General Managers

Territorial circles/ Metro Districts

**[Kind Attention: All CROM (Project Udaan)]****SUB: Incentive payout to Sales Associates (SA) and Sales Team Leader (STL) under Project Udaan.**

Kindly refer to this office letter no. 64-89/2009 BB (Part-I) dated 6<sup>th</sup> May 2010 vide which the incentive scheme for SAs and STL has been launched. Incentive scheme was introduced for creating the competition among the SAs & STLs so that the spirit of competition is inculcated thus yielding a good result.

A report for incentive payout is available on WINGS under the incentive report, where the incentive to be paid to SAs has been calculated. Therefore it is requested to make use of this report and incentive be paid. However report may please be verified at your end before paying incentive.

**Arvind Pandey****DGM (Project Udaan)**