

Restructuring Cell, Corporate Office,
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भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

No. 4-20/2009-Restructuring

Date: 02.08.2016

To

The Chief General Managers of
All Territorial Circles
Bharat Sanchar Nigam Limited

Subject: Project SHIKHAR implementation - extension of scheme of reimbursements, facilities, awards and incentives for sales teams in Consumer Mobility (Project Vijay), Consumer Fixed Access (Project Udaan) and Enterprise.

Approval of the competent authority is conveyed for extension of the scheme for reimbursements, facilities, awards and incentives for Sales Teams in Consumer Mobility (Project Vijay), Consumer Fixed Access (Project Udaan) and Enterprise Units, as contained in the enclosure to this letter. The amended scheme will be valid from 1st October 2015 to 30th Sep 2017. Fulfilment of conditions with regard to sales, customer visits or retailer visits etc. as applicable and as prescribed in the enclosed scheme must be ensured prior to sanction of reimbursements, facilities, awards and incentives, as the case may be.

2. Heads of Territorial Circles are requested to take further necessary action accordingly for implementation of the above scheme. It is also requested to maintain an account for Expenditure incurred on the scheme and the Benefits accrued (in Rs. Cr.) so that it can be provided to the concerned verticals of the Corporate Office whenever required.

Prabha Ji
(Prabha Ji)
DGM (Restg)
2/8/16

Encl: As above

Copy for information to:

1. CMD, BSNL
2. All Functional Directors, BSNL Board
3. All Executive Directors, BSNL
4. Chief Vigilance Officer, BSNL
5. CS & Sr. GM (Legal), BSNL
6. GM (EF), BSNL
7. Director General of Audit, P&T, Sham Nath Marg, Delhi-110054
8. Dy. Manager (OL), BSNL Corporate Office, for Hindi translation.