

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



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मो।अ।खान आई.टी.एस.  
मुख्य महाप्रबंधक  
**MOHAMMED ASHRAF KHAN** ITS  
Chief General Manager

**D.O.No.CGM/TNC/OF/2013**

**2.9.2013**

Dear Shri

Following actions may be taken to increase revenue:

- 1) Outstanding collections.
- 2) Scrap sale.
- 3) Rent out ATM/vacant space.
- 4) CUG to staff family members, if needed, may be given.
- 5) Dark Fibre may be rented out.
- 6) Install DSLAMs in BTS to give Broadband connections.
- 7) 'Top-up' for some amount to every staff member for every month may be given, after discussions with Unions.
- 8) More staff should be shifted to 'Marketing'.
- 9) A special MNP commission to franchisees may be given in consultation with GM (Sales-CM) of Circle Office.
- 10) 1% cash back on 'on-line' payments may be taken up for approval at the appropriate level.
- 11) Capturing of Mobile numbers may be completed 100%.
- 12) Space Audit and Energy Audit may be completed.

With best wishes,

Yours sincerely,

  
(MOHAMMED ASHRAF KHAN)

Shri \_\_\_\_\_

All Heads of SSAs.