

Enterprise Business Unit,
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भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

BDC/TN/P4/ Telecom Services to Educational Segment /2011-2012/
14th June 2011.

To
The Head of all SSAs

Dear Sir,

Sub: Business from Educational segment – Special Focus

Ref: This office letter No: BDC/TN/Target Review/2011-12/ dated at Chennai 600008 the 21-05-2011.

Kindly refer to the above cited letter.

As you all know this month June 2011 has been declared as "Educational Segment Month" to give the focus on the Educational segment to realize the maximum business to meet out the target of 2011-2012 of Tamil Nadu Telecom circle assigned by BSNL HQ.

All EB officers of SSAs are requested to pursue with the Educational Institutions consistently so as to cover all Educational Institutions under BSNL for its bandwidth as well as for other telecom requirements.

As a part of this, it is proposed to send the write up about BSNL's services (a snap shot) with a covering letter by the Head of all SSAs to all the educational institutions. The covering letter with write up is also herewith enclosed. The soft copy of the same is also available in the circle intranet.

It is requested that the above process may be done immediately so as to reach the letters to the educational institutions by this week end.

It is requested that the progress in business realization may be send to this office by e-mail or FAX.

Thanking You,
Yours Sincerely,

(P. LOGANATHAN),
Deputy General Manager (Enterprise Business)

Encl: as above