



भारत संचार निगम लिमिटेड

भारत सरकार का उद्यम

BHARAT SANCHAR NIGAM LIMITED

(A Govt. of India Enterprise)

मुख्य महाप्रबंधक का कार्यालय तमिलनाडु परिमंडल, 80 अण्णा सालै चेन्नई 600002

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No. GM (S&M-CM)/T/210/10-11/Franchisees Corr/27

August 26, 2011

To
Heads of SSAs,
Tamilnadu Circle.

Sub: Review of RTGS/NEFT mode of payments – Purchase of materials on credit – Reg.

Ref: 1. GM (F) letter No.BSNL/Banking/2-3/RTGS Corr/Vol.II/2010-12/156 dated 12.8.2011.

2. Sales and Distribution policy – sub clause 'f' and 'g' under Clause "K – Requirement after EOI approval".

Kindly refer to the letter cited under reference (1) above regarding implementing e-receipts from franchisees. The practice of accepting cheques from franchisees and remitting them belatedly should be stopped forthwith. To facilitate promotion of business, the following further instructions for providing credit sales to franchisees are issued for strict adherence and implementation:

The franchisee may be allowed to purchase materials on credit subject to fulfillment of the following conditions:

- a) The franchisee must provide a separate Bank Guarantee or can deposit margin money in BSNL's account equivalent to the requirement of credit purchase.
- b) This Bank Guarantee is separate and is in addition to the existing Performance Bank Guarantee already furnished by the franchisee and should be valid for a minimum period of one year.
- c) The credit purchase should be limited to the value of the additional Bank Guarantee / margin money and should not exceed credit limit at any point of time.
- d) The credit limit should be equivalent to 3 days of inventory requirements rounded up to nearest multiple of Rs.50,000/-.
- e) The franchisee should make the payment positively on the 4th day of credit purchase before 1200 hrs through RTGS (value of Rs.2 lakhs and above) / NEFT for value less than Rs.2 lakhs, failing which the Bank Guarantee shall be invoked by BSNL on the 4th day 1300 hrs. of credit purchase without issue of notice to the franchisee.
- f) Only one credit purchase should be allowed at a time.

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- g) When BSNL asks the franchisee to purchase additional recharge in order to increase revenue then local cheques may be allowed. Post dated cheques not allowed.
- h) Depending upon the extent of shortfall, as a 'one-time-measure' for the month of August 2011, cash and carry transactions where the franchisee is not providing a separate Bank Guarantee for availing credit, the AO Sales on intimation of the RTGS / NEFT transaction ID by the franchisee shall immediately transfer the stock to the franchisee and subsequently check up on the same day for reflection of the payment through the online facility provided.

[Mohammed Ashraf Khan],
Chief General Manager,
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