

**ENTERPRISE BUSINESS UNIT**  
**TAMILNADU TELECOM CIRCLE**  
No. 60, Ethiraj Salai, (4<sup>th</sup> Floor)  
Egmore, Chennai – 600008.  
Tel: 044-28217700 Fax: 044-28217711  
Email: [bdctncircle@bsnl.co.in](mailto:bdctncircle@bsnl.co.in)



18/c  
**भारत संचार निगम लिमिटेड**  
(भारत सरकार का उपक्रम)  
**BHARAT SANCHAR NIGAM LIMITE**  
(A Govt. of India Enterprise)

No.BDC/TN/Target Review /2011-12 /18 dated at Chennai 600 008, the 11.10.11.

To  
The Heads of all SSAs,  
Tamilnadu Circle

Sub: Business from IT & ITES – Special focus – reg.

In order to give more focused attention to the Corporate customers, it is proposed to target each market segment every month. For marketing of all services of BSNL viz. Leased Data Circuits, Mobile & Landline, ISDN PRI, VAS, IN services including IN VPN etc., Oct., Nov. & Dec.2011 **has been declared as "IT & ITES" months.**

All efforts may be made to meet the customers of the IT & ITES sectors, analyse their Telecom requirement, propose necessary Network solution with competitive tariff (matching tariff, discount if any, is to be taken up with the EB Unit Circle office) so as to acquire additional business and retaining the existing customers in IT & ITES segment.

Feedback, if any, in this regard may be sent to this office please.

(K.S.R.SURESH KUMAR),  
Addl.General Manager(EB),  
BSNL, TN Circle,  
Chennai 600 008.