



EBU/TN/P1/ISDN PRI/New plans/Part/2012-13/13

23 August 2012

To  
The Principal General Manager/General Manager  
BSNL Tamilnadu circle  
All SSAs

Sir,

Sub: ISDN PRI 5000 plan to Enterprise Customers of Tamilnadu Telecom Circle

BSNL offers ISDN PRI services to enterprise customers in different plans as per the BSNL corporate guidelines. A special plan ISDN PRI 5000 is offered to Small and Medium Enterprise customers by this unit on recommendation from SSAs after obtaining BSNL Corporate ECT approval on a case by case basis.

Enterprise Business, Tamilnadu circle has requested BSNL Corporate office to delegate powers to CGM, Tamilnadu circle for offering this plan to Small & Medium Enterprise customers in Tamilnadu circle. BSNL corporate office has approved this plan in CGM powers on a promotional basis for 90 days.

It is requested that wide publicity may kindly given among small & medium Enterprise customers for obtaining maximum business during the promotional period. The list of customer details sent by SSAs for 5000 plan is enclosed herewith. All these cases have been obtained approval on Corporate ECT and communications have been sent to SSAs. All customer details which have not been sent to this unit for ISDN PRI 5000 plan may kindly be sent to this unit immediately.

It is requested that the proposals may kindly be sent to this unit for getting approval from CGM, TN circle for ISDN PRI 5000 plan. This plan can be made as a regular plan if maximum numbers of customers are provided with this plan during the promotional period.

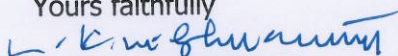
**The details of ISDN PRI 5000 plan**

- Security deposit of Rs.10,000/-
- Installation charges of Rs.4000/-
- Waiver of ISDN PRI rental of Rs. 1750/-
- Monthly Plan charges Rs.5000/-
- Free calls 4000 MCU
- Beyond free calls Rs.1.00/- per MCU for local/intra/inter circle calls to landline/mobile/WLL of BSNL and other networks
- ISDN PRI with 15 channels instead of 30 channel
- ISD call charges at standard international call tariff for landline services

This plan is applicable for Enterprise customers requesting EPABX under BSNL free EPABX scheme with 16 extensions only. In this case revenue share is given to EPABX franchisees as per BSNL corporate office guidelines.

Maximum Business proposals are expected from all SSAs

Thanking You  
Yours faithfully

  
(L. KRISHNAMURTHY)  
Assistant General Manager (Enterprise Business)

SL no	Customer	Numbers	Plan	SSA	Annual Revenue
<b>5000 plan Proposals in 2011-12</b>					
1	Vijay clinic, Madurai	1	5000 with 16 extension EPABX	Madurai	60000
2	Saradha ranjans	1	5000 plan	Coimbatore	60000
3	RV college	1	5000 plan	Coimbatore	60000
4	Antony garments	1	5000 plan	Coimbatore	60000
5	Microbiology	1	5000 plan	Coimbatore	60000
6	Ashok tex	1	5000 plan	Salem	60000
7	Kalaigner karunanidhi collge	1	5000 plan	Coimbatore	60000
8	SSM institute	1	5000 plan	Madurai	60000
9	Ranger 5000 plan	1	5000 plan	Erode	60000
10	Kathir college of Engg	1	5000 plan	Coimbatore	60000
11	Mullai srinivasan Hospital, Salem	1	5000 plan	Salem	60000
12	Egston Electronics India	1	5000 plan	Trichy	60000
13	Judes Public school Kothagiri 2Nos	2	5000 plan	Nilgiris	120000
14	ISDN Pri to coimbatore Maraine college	1	5000 plan+ 24 extension EPABX	Coimbatore	60000
15	LIC , Vellore	2	5000 plan	Vellore	120000
Total		17			1020000
<b>5000 plan proposals in 2012-13</b>					
1	jayathothi,	1	5000 plan	Virudhunagar	60000
2	Sri ram MEDITEX	1	5000 plan	Virudhunagar	60000
3	5000 plan +toll free to Vact technologies	1	5000 plan	Coimbatore	60000
4	5000 plan to Shanthi fortune	1	5000 plan	Coimbatore	60000
5	5000 plan to swarna mahal jewellery	1	5000 plan	Salem	60000
6	5000 plan to prist university	1	5000 plan + 16 extension EPABX	Trichy	60000
7	ISDN Pri to A tosh	1	5000 plan + 16 extension EPABX	Coimbatore	60000
8	5000 plan to shanmuga engg colege	1	5000 plan	Salem	60000
9	5000 plan to ELGI in chennai	1	5000 plan	EB cell	60000
10	5000 plan to aravind hospital	1	5000 plan	Coimbatore	60000
11	5000 plan to ragavendra nuero care , salem	1	5000 plan	Salem	60000
Total		11			660000