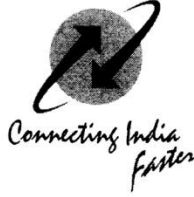


Office of
Chief General Manager(Telecom)
Marketing Cell-CFA,
Tamilnadu Telecom Circle
New CTS Building, Ground Floor,
16, Greams Road, Chennai-600 006



BHARAT SANCHAR NIGAM LIMITED
(A Government of India Enterprise)
BSNL 3G))) **BSNL LIVE**
Faster than your thoughts
2010

Mktg/FTTH/Tariff Corr/2010-11 / 19

dt 19/10/11

Sub: Provision of voice only in FTTH-reg

Ref: Ltr.No.DGM(NWP&Trans)CFA/10-11 dt @CBE the 13/10/11,15/10/11&17/10/11

Kindly refer to the letters cited above. Approval of CGM Tamilnadu circle is hereby conveyed for offering 'voice only service' on FTTH with the following terms and conditions.

1. Land line One India Plan (FMC Rs.180/- Call charge Re1/3min. Free calls 50 per month) may be offered to customers asking for 'voice only' service on FTTH with an additional payment of 10% of monthly charges irrespective of whether the service is availed in rural/urban areas of the SSA. In addition, any other land line plan with higher FMC than Rs.180 may also be offered with an additional charge of 10% of FMC . (In such case call charges will be as per the plan chosen.)
2. Waiver of SD of Rs.2000/- in case of corporate customers/CIC opting for Voice alone service in FTTH/GPON service , as a special case at par with the powers delegated to SSA heads with reference to waiver of SD for landline connections . Security deposit of Rs.2000/- may be collected for individual customers. Moreover refundable security deposit of Rs.500 for landline with Local+STD and Rs.2000 for Local+STD+ISD has to be collected.
- 3.Waiver of one time installation/activation charge of Rs.1500/- for corporate /CIC customers opting for Voice alone service in FTTH/GPON
- 4.Rental for ONT should be collected as per prevailing tariff approved by corporate office.
- 5.The matter of 'Outright purchase of ONT by customers' has been taken up with corporate office.
- 6.Provision to keep FTTH numbers under safe custody **is not approved.**
- 7.Non availability of BB250 with IPTV and voice will be taken up with ITPC, Hyderabad.

The above scheme may be launched as a promotional offer for 90 days from the date of launch.

Date of launch may be intimated to this office. A feedback report may be submitted on 15th of every month.

Ramanathan 20/10/2011
General Manager (S&M-CFA)
TN Circle, Chennai-6.
Ph: 044-2829 7140 Fax:2829 7160

K.T.O

P-2

To
The Principal General Manager,
Coimbatore SSA

Copy to:

1. Principal General Manager, Trichy, |
2. -5 General Managers, Madurai, Vellore, Pondicherry, Salem | For launching & promoting the scheme please.
6. GM(BP&MIS), O/o.CGM,TN circle,Chennai-2 - For kind information and with a request to take up ITPC for implementation in DoTSoft.
7. Sr.GM,ITPC, Hyderabad, for necessary action please.