



No. 27-16/2011-S&M-CM/70

Date: 04.04.2012

To,
The Chief General Managers,
All Telecom Circles / Districts
BSNL

Subject: - Extension of migrated franchisee under Sales and Distribution Policy-2009

Modification in criteria of migration for franchisee was issued vide this office letter no. 27-9/2010-S&M-CM(Pt.-X) dated 28.03.2011 and some franchisee were provisionally migrated for one year. Agreement of these provisionally migrated franchisees has been expired either in March-2012 or will expire on later date.

To ensure sufficient number of franchisee and availability of BSNL products in the market competent authority has authorized CGMs of respective circles for migration & Look-after of these franchisee territories as mentioned below:-

- I. The agreement of these provisionally migrated franchisees may be provisionally extended for one month (if required) and performance up-to March-2012 be evaluated.
- II. These provisionally migrated franchisees may be ranked on the basis of performance criteria and top 80% may be migrated for one year with signing of agreement.
- III. CGM may decide for remaining 20% franchisees,
 - a. either to continue for 6 months or
 - b. give look-after of these franchisee territories for a period upto six months or till the finalization of EOI.

EOI may be floated for these franchisee territories well in time & finalized at the earliest.

Compliance in this regard may be sent to this office.

(Upendra Bakolia)
Adll. GM (Sales & Mktg.-CM)