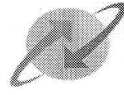


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भारत संचार निगम लिमिटेड  
(भारत सरकार का उपक्रम)  
**BHARAT SANCHAR NIGAM LIMITED**  
(A Govt. of India Enterprise)

No. 27-18/2011-S&M-CM/25

Date: 12.12.2012

To  
Chief General Managers,  
All Telecom Circle / District  
BSNL

Subject: Trade scheme for channel partners for FY 2013-2014

Kindly refer to this office letter no. 27-18/2011-S&M-CM dated 16.11.2012 vide which Trade scheme for channel partners was conveyed and subsequently the same was deferred up to 31.03.2013 due to technical reasons vide this office letter no. 27-18/2011-S&M-CM dated 03.12.2012

As the scheme is now proposed to be implemented w.e.f. 01.04.2013, all telecom circles/districts are requested to send feedback/suggestions by 15.01.2013 positively about the proposed scheme. If no feedback/suggestions are received by due date, it will be presumed that circles have nothing to say and the scheme as proposed shall be implemented.

Further necessary technical arrangements may be made in consultation with the SancharSoft team for implementation of the revised Trade scheme w.e.f. 01.04.2013

*Upendra Bakolia*  
12/12/12

Upendra Bakolia  
Addl.GM (S&M-CM)