

Sales & Marketing-CM

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

No. 27-9 /2009-Sales & Mktg.-CM

Date: 23. 10 .2009

To,

The Chief General Managers,
All Telecom Circles/ Districts
BSNL

Sub: - **Invitation for Suggestions regarding Sales and Distribution Policy**

Revision of Sales and Distribution Policy is under final stage at corporate office. Suggestions are hereby invited from your circle with respect to Sales and Distribution Policy on following points-

1. Eligibility requirements for BSNL Franchisee ship
2. Selection Criteria
3. Relaxation for Rural area in selection criteria
4. Responsibilities of Franchisees
5. Any other suggestions

It is requested to kindly send your suggestions to this office latest by 27.10.09

(Upendra Bakolia)
DGM(S&M)-CM