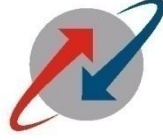


General Manager (S & M - CM)  
Sales & Marketing - Consumer Mobility  
3<sup>rd</sup> Floor, New CTS Building  
16, Greams Road, Chennai – 600 006  
Phone: 044-28297878 Fax: 044-28297979



भारत संचार निगम लिमिटेड  
(भारत सरकार का उद्यम)  
**BHARAT SANCHAR NIGAM LIMITED**  
(A Government of India Enterprise)

**BSNL 3G** )))) **BSNL LIVE**  
Faster than your thoughts 2010

Lr.No. S&M-CM/ MKTG/105-20/FWP utilisation/11-12/15 Dated @ Che.6 the 05-09-11.

To

1. DGM(Admn.), O/o CGM, BSNL, Chennai-2.
2. Heads of All SSAs, BSNL, Tamilnadu Circle.

**Sub: Sale of GSM FWP instruments to staff/Executives of Tamil Nadu Circle –reg.**

The approval of Chief General Manager, BSNL, Tamil Nadu Circle is hereby conveyed for the sale of GSM FWP instruments to staff/Executives of Tamil Nadu Circle with the following conditions.

1. The selling price of FWP instruments to BSNL Staff is Rs.1340/- (ie. The same rate offered to franchisees). This includes issue of bundled SIM with freebies.

**or**

2. The FWP will be issued to BSNL, TN Circle Staff/Executives @ Rs.1000/- without bundled SIM.

In both cases, the FWPs will be sold at “Cash & Carry” basis or recovered from salary as decided by Head of SSAs.

3. Executives in Circle Office at Chennai will be issued FWP Instrument by DGM(Sales) @ Rs.1000/- without SIM (default) on cash and carry basis.
4. The staff (Non-Executives), Circle Office who wants FWP instrument may give indent to AGM(Sales), O/o GM(S&M-CM), TN Circle, Chennai -6, it is requested that one officer in each building be nominated for collecting the willingness and of the indent.
5. Executives who wants FWP instrument with bundled SIM may give request to AGM(Sales), O/o GM(S&M-CM), Chennai-6 or contact by phone No.9444000969.

All Heads of SSAs are requested to take expeditious action to clear FWPs at their Stock and compliance may be reported on or before 20<sup>th</sup> September 2011.

(C.SELVARAJ)  
Assistant General Manager (Mktg-II-CM)