

General Manager (S & M - CM)  
Sales & Marketing - Consumer Mobility  
3<sup>rd</sup> Floor, New CTS Building  
16, Greams Road, Chennai – 600 006  
Ph: 28290825, FAX : 28295703



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

GM (S&M-CM)/T269/11-12/81

dated at Chennai-6 the 27-09-2012

To

Heads of all SSAs,  
Tamilnadu Circle

**Sub: Reduction of rate of 7.2 Mbps 3G Data cards – Promotional offer from 01.10.12 to 29.12.12**

Ref: BSNL C.O. 26-17/2009-R&C (Pt.) and Circular T&C-CM No. 58/12-13 dt 17.09.2012

Vide paras No.2 and 3 of the letter referred above, a special discount of 20% on the sale price of 7.2 Mbps 3G USB type HSDPA data cards Rs.2000 (Exclusive of VAT) has been announced as a promotional offer for a limited period of **90 days with effect from 01.10.2012.**

Item	Existing sale price	Promotional offer	Reduced price
7.2 Mbps 3G Data card	Rs.2000+100=2100	20% discount	Rs.1600+80=1680

Tamilnadu Circle is expecting a supply of 10,000 numbers of Teracom 7.2Mbps 3G data cards. Allocation will be made as soon as they are received.

Deputy General Manager (S&M-CM)  
16, Greams Road,  
Chennai 600006

Ref Letter:



170912 Promotional  
offer 3G data tariff.p

Copy to:

- 1) DGM (Pricing-CM), P& P Section, BSNL Corporate office, 6 th Floor, Bharat Sanchar Bhawan, H C Mathur Lane, Janpath, New Delhi 110001 (FAX No: 011-23717767) – for kind information
- 2) GM(TR)/GM(Fin), O/o CGM(T), Chennai 600002 – for kind information
- 3) DE(Commercial), CBT – It is requested that necessary modification may please be effected in Sancharsoft
- 4) DGM(CS), O/o GM(S&M-CM), 16, Greams Road, Chennai 600006
- 5) DGM(Sales), O/o GM(S&M-CM), 16, Greams Road, Chennai 600006