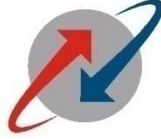


## General Manager (S & M - CM)

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

GM (S & M –CM) /105-7/09-11/3

dated at Chennai – 6 the 28.01.2012

### **Sub: Promotional Tariff for Postpaid Wireless Broadband Services (WiMAX) -reg.**

- Ref: i) BSNL C.O. 22-01/2010-T&C-CM and Circular T&C-CM No. 46/11-12 dated 10.08.2011  
ii) this office GM (S & M –CM) /105-7/09-11/ dated the 12.08.2011  
iii) BSNL C.O. 22-01/2010-T&C-CM and Circular T&C-CM No. 111/11-12 dt 27.01.2012

With reference to above cited C.O letter, It is informed that a promotional offer on wimax tariff was introduced for a period of 90 days from 16.08.2011 as under:

Data Usage (Upload/Download)	Existing	Revised
Upto 5 GB	Rs.0.80/MB	Rs.0.20/MB
Beyond 5GB	Rs.0.80/MB	Rs.0.10/MB

BSNL C.O. has re-launched the offer from 01.02.2012 to 31.03.2012 vide letter under ref(iii). All are requested to utilize this offer period to promote the sales of WiMAX postpaid plans.

(C.Selvaraj)  
AGM(Mktg-II)-CM  
TN Circle  
Ph:9443100877

To

1. GM (NW-O CM), Trichy -1/ Coimbatore – For information please.
2. GM(S&M-CM), Chennai Telephones, Chennai – For information please.
3. GM (F) / Sr. GM (TR) TN Circle, Chennai - for information please.
4. **Heads of SSAs** - For kind information and necessary action please
5. ITPC., Hyderabad for information and necessary configuration.
6. DGM (Sales) & AGM (Sales), Chennai-6 –For information and for informing Sales Heads , franchisee managers and retail managers and other Channel partners along with commission structure as applicable.
7. DGM (CS), Chennai-6 - For information and for informing Call Centre/Customer Service Centre Officials and ensure uploading the information on the website “tamilnadu.bsnl.co.in”.
8. DE (WIN) Incharge, Bangalore - for information and necessary action please.
9. In charge, WiMAX ASN, Trichy/BG
10. DGM(WW&WiMAX), TN circle, Ethiraj Salai, Chennai 600008 for information and to coordinate with WiMAX nodal in-charges for early creation and implementation.

## Bharat Sanchar Nigam Ltd.

(A Government of India Enterprise)  
Tariff & Costing-CM Section, Corporate Office,  
1<sup>st</sup> Floor, Bharat Sanchar Bhawan,  
H.C. Mathur Lane, Janpath, New Delhi - 110 001.  
Tel. No.011-23037109/200 Fax No.011-23329125



No.22-01/2010-T&C-CM

Date: 27.01.2012

### Circular T&C-CM No. 111/11-12

#### **Sub: Promotional Tariff for Postpaid Wireless Broadband Services (WiMAX) -reg.**

Kindly refer to this office order of even No. dated 10.08.2011 vide which promotional tariff of reduced data usage charges was offered under postpaid Wireless Broadband service (WiMAX). Based on encouraging response received from field units, it has been decided by the Competent Authority to re-launch the said promotional tariff as under:-

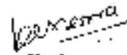
a) Additional usage charges beyond free usage limit under WiMAX Limited plans.

Data Usage (Upload/Download)	Existing	Revised
Upto 5 GB	Rs.0.80/MB	Rs.0.20/MB
Beyond 5GB	Rs.0.80/MB	Rs.0.10/MB

2. The above tariff will be applicable for a promotional period from **01.02.2012 to 31.03.2012.**

3. This may be brought to the notice of all concerned for taking necessary action in this regard. Proper advertisement as deemed fit may be made to generate adequate response.

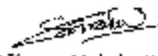
4. The impact of above tariff needs to be analyzed and feed back submitted on monthly basis to BSNL HQ for future reference on Fax No. 011-23329125 and e-mail – [tariffcmcoobsnl@gmail.com](mailto:tariffcmcoobsnl@gmail.com).

  
(Prerna Krishnamachari)  
Dy. General Manager (T&C)

To  
All CGMs- Telecom Circles/ Telephone Districts.

Copy to:

- 1) CMD, BSNL.
- 2) Directors- CM/CFA/E/HR/F, BSNL.
- 3) ED-F/CA/NB, BSNL.
- 4) All PGMs / GMs, BSNL C.O.
- 5) GM (IT) - for making necessary update in website and place in news item.
- 6) Sr.GMs (Marketing)/(Sales)- for marketing initiative.
- 7) GMs (CMTS/CDMA-Billing Centre).
- 8) Director General P & T Audit, Delhi- 110054.
- 9) OL Section –for Hindi version.
- 10) Guard file.

  
(Srivasa Kumar Mohakud)  
Dy. Manager (T&C)