



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

BSNL Corporate Office Bharat Sanchar Bhawan, Harish Chandra Mathur Lane,  
Janpath, NEW DELHI – 110001.  
(Enterprise Finance)

No. BSNL/Fin. Ent./1-1/2015 ..... dated 09.10.2015.

To,  
The Chief General Managers,  
All Territorial Circles.

Sub.: Review of Customized Plans for Enterprise Customers. - reg.


BSNL Corporate Office has been approving various customized plans for Enterprise Customers, which are received through and with recommendations of Circles, with conditions such as minimum commitment period, minimum assured annual revenue, minimum volume of business in terms of no. of connections/lines etc.

It has been noticed that the Circles are not reviewing cases of such customized plans approved with discounts to ensure that the specific conditions, as mentioned above, conveyed with the approval by the Corporate Office are fulfilled. Thus, the main goal of increasing revenue & reducing operating cost by extending such discounts may not be achieved.

It is responsibility of the Heads of Circles and IFAs that all such cases approved by Corporate Office are reviewed periodically to ensure that conditions like Minimum Commitment period, Minimum assured annual revenue, Minimum ARPU, Minimum volume of business in terms of no. of connections/lines etc. as per assurance given by customers in their request/ agreement / contract etc. are met; otherwise enforcement of Card Rates of Services provided may be insisted.

It may, therefore, be ensured that all such cases, including past cases, approved by Corporate Office are periodically reviewed and applicable conditions are fulfilled.

This issues with the approval of Director (Enterprise)

  
( S.K. Seth) 9/10  
PGM (EB)

Copy to:

Sr.GM(EB-I)/ Sr.GM(EB-II), BSNL Corporate Office.