



**REMINDER-1**

**Dated: 11/10/2017**

**No. 19-2/2017-S&M-CM/4**

**To,  
The Chief General Managers,  
All Telecom Circles/Districts**


**Subject: Extension of scheme of reimbursements, facilities, awards and incentives for sales team in Consumer Mobility (Project Vijay).**

Kindly refer to letter even no. dated: 21.09.2017, wherein it was requested to send the confirmation of CMT staff strength along with following information to this office by 05.10.2017:-

1. Total number of members in Sales team (SHM, FM, RM, RMC and CN) in the circle.
2. Impact of the scheme on BSNL's growth in terms of acquisition of customers, sales data. Increase in the number of Channel partners.
3. Expenditure (in Rs. Cr.) and benefits (in Rs. Cr.) of the scheme.
4. Above information for the period (i) 01.10.15 to 31.03.2016  
(ii) 01.04.2016 to 31.03.2017 (iii) 01.04.2017 to 30.09.2017.
5. Recommendation for further extension

However, the said information is still not been received from your circle. The above information is immediately required by the Restructuring cell for further Extension of scheme of reimbursements, facilities, awards and incentives for sales team in Consumer Mobility (Project Vijay).

It is therefore again requested to kindly send the above information on e-mail ID [project.vijay.pmo@gmail.com](mailto:project.vijay.pmo@gmail.com) by 16.10.2017 positively.

  
(Kartikeya Sinha) 11/10/17  
Jt.GM (Sales -CM)