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

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DO No. 64-298/2013-BB/Misc.

Dated the 28<sup>th</sup> July 2015

**नरेश कुमार गुप्ता**

निदेशक (सी.एफ.ए.)  
बी.एस.एन.एल. बोर्ड

Dear Shri.....,

**N.K. Gupta**  
Director (C.F.A.)

I may like to inform you through this DO that the tariffs for landline/broadband services shall not be revised upwards during the financial year 2015-16.

I may further like to add here, by & large, there is no shortage of material like ADSL/VDSL/FTTH ports, U/G cable, CLIP instruments, ADSL modems etc. in the field units.

After analyzing competition and also on the request of Circles depending on the competition with private operators, Corporate Office is promptly giving matching tariff plans under Broadband services. Recently, we have launched a very innovative Free Night Calling facility from landline & ADSL modem sale price is reduced to Rs. 1500/-.

Now, we have sufficient equipments and good tariff plans with us, it is time for all of us to make all out efforts to capture the business from multi-storeyed buildings/apartments by using FTTH cable/VDSL ports. Sample RWA/Builder/TIP Agreement with revenue sharing provision has already been provided to the Circles for this purpose.

Being the Head of Circle, it is the responsibility to ensure good service quality, expeditious restoration of the faults & provide maximum possible new landline and broadband connections by organizing Melas, Camps & leveraging all other channel of sales, so that revenue growth of your Circle is better than previous year.

I am confident that with your sincere efforts we will be able to increase the landline & broadband subscriber base.

With best wishes,

Yours sincerely

  
[N.K. Gupta]

Shri.....,  
Chief General Manager,  
.....Telecom Circle,  
Bharat Sanchar Nigam Limited,