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

No.38-7/2008-Sales

Dated 26.12.2008

To,
Chief General Manager,
All Telecom Circles / Districts
BSNL

Subject: Incentive to newly created sales team members

The competent authority has approved the Incentive to newly created sales team members, which is as under:

Depending on the local conditions, circle/SSA heads shall fix monthly targets to the sales teams based on following points:

- Disconnected/ surrendered customers
- Expected disconnections
- Growth in the telecom sector in the area by all the service providers
- Availability of capacity
- To achieve market share for BSNL

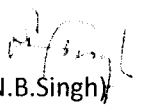
Targets should be distributed among all channel partners i.e. Franchisees / DSAs/ Sales teams etc. prudently by the SSA Heads such that overall targets can be achieved.

The monthly incentive shall be given to the teams, achieving more than the assigned targets only and on actual activation of the services. It is mandatory that their annual confidential report should reflect their sales performance.

The amount of incentive shall be as follows:

Service	Amount Payable
Prepaid Services GSM/CDMA	Rs.50/- per connection above the target
Postpaid Services GSM/CDMA	Rs.100/- per connection above the target
Landline	Rs.100/- per connection above the target
Broadband	Rs.150/- per connection above the target
PCO	Rs.200/- per connection above the target

The circles are advised that the targets should be on realistic basis, keeping in mind the targets set by Corporate Office for each of the circle.


(N.B.Singh)
GM (Sales)