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

No: 64-431/CFA Business Committee/2016-17

Dated: 20.06.2017

To

**Chief General Manager
All Telecom circles/Telecom Districts**

Subject: Incentives to motivate the staff to increase growth of Landline and Broadband connection-Reg.

1. In order to increase growth of Landline and Broadband connection and to them in a time bound manner, it has been decided to offer following incentives for staff :
 - 1.1. Incentive of Rs 100/- for providing landline connection.
 - 1.2. Incentive of Rs 100/- for providing broadband connection on exiting LL connection.
 - 1.3. Incentive of Rs. 200/- for providing landline plus Broadband i.e. combo connection
 - 1.4. The above incentives shall be applicable only for LL & BB connections provided within 24 hrs.
 - 1.5. For connections provided beyond 24 hrs but within 48 hours, 50 % of the above specified incentives shall be applicable.
 - 1.6. The composition of distribution of incentives is proposed as: Outdoor – 70 %, Indoor – 20 % & Commercial – 10 %.
 - 1.7. The payment of Incentives commission shall be made on monthly basis after the activation of Landline & Broadband connections.
 - 1.8. The above Incentive scheme & structure will be reviewed after three months.
 - 1.9. In each SDCA, meritorious certificates should be given every month for 1st, 2nd and 3rd position staff member contributing more than others.
 - 1.10. In each SSA, best employee award should be given every month. This information should be displayed at portal and Notice board
2. You are requested to take immediate necessary action and send monthly compliance report to this office by 10th of every month through Fax and email at agmnwppbbco@gmail.com
3. This has the approval of Dir (CFA).

Anil Jain
CGM (NCGN)

Copy to:

- i) Dir (CFA) for information please
- ii) GM (NWP-BB)/ GM (NWP-CFA) for information please
- iii) GM (Fin-CFA), BSNL C.O.