

**Sales & Marketing-CM**  
219, Eastern court ,Janpath  
Corporate Office, New Delhi-1  
Tel No 23763745, Fax 23326545



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

No.27-18/2011-S&M-CM

Dated 03.12.2012

To

Chief General Managers,  
Telecom Circles/ Metro Districts,  
BSNL

**Subject: Deferment of implementation of Trade Scheme**  
Ref: This office no. 27-18/2011-S&M-CM/21 Dated 16-11-2012

Trade schemes for channel partners for FY 2012-13 was issued to be implemented w.e.f. 01-12-2012 vide this office letter under reference.

In view of the feedback received from some Circles as well as changed SIM activation process, it has been decided by the competent authority that the circles may implement the New Trade Scheme w.e.f. 01.04.2013, till that time circles may continue to launch the existing Trade Scheme.

Circles are also requested to co-ordinate with ITPC for implementation of New Trade Scheme.

**(Upendra Bakolia)**  
**Addl.GM (S&M) - CM**

Copy to : CGM ITPC, Pune