



**BHARAT SANCHAR NIGAM LIMITED**  
(A Government of India Enterprise)  
Corporate Office [Rev.Mgmt Branch-CFA]  
2<sup>ND</sup> FLOOR, 216 - Eastern Court, Janpath,  
New Delhi-110 001.

**NO: 2-1/2008/BSNL/TR**

**31.5.2011**

**To**

All Heads of Telecom Circles / Metro Telephones Districts,  
Bharat Sanchar Nigam Limited.

**Subject: Extension of incentive scheme for BSNL staff for recovery of outstanding telecom revenue dues, more than 3 year old as on 31.3.2011 i.e. outstanding telecom revenue dues prior to 01.4.2008 in respect of permanently closed connections for Basic & WLL services/CMTS not covered under Project "Kuber".**

Kind reference is invited to this office letter of even no. dated 08.02.2011 regarding launch of incentive scheme to staff for recovery of outstanding dues in respect of closed connections as indicated under the subject. The said scheme expired on 31.3.2011, however, on the recommendations of various Circles, it has been decided to extend the incentive scheme for staff further for a period up to 31.03.2012.

In this context, the approval of the Competent Authority is hereby conveyed for extension of the incentive scheme for staff for recovery of more than three year old outstanding telephone dues in respect of closed connection for Basic & WLL service and CMTS up to 31.03.2012, with the same incentive rate as prescribed earlier and reproduced below:

S.No.	Age of outstanding dues as on 01.04.2011	Incentive payable to staff
1	Over 3 years to 4 years old	4%
2	Over 4 years to 6 years old	8%
3	Over 6 years old	10%

Moreover, on the recommendations of a few Circles, the Competent Authority has decided to extend the instant scheme to BSNL's retired employees also on the above mentioned incentive rates. The retired BSNL employees shall, however, be authorized to collect the outstanding amount from ex-customers of BSNL through Cheque/DD only and not in Cash. Other safeguards as deemed necessary for engaging BSNL's retired employees for the recovery of outstanding dues under the scheme may be prescribed locally by the CGMs while implementing the Scheme in their Circles.

The other features of the scheme and conditions for grant of incentive will remain same as communicated vide this office letter of even no. dated 01.02.2010.

Heads of Circles may give wide publicity to this scheme among the SSAs and staff to ensure the speedy recovery of old outstanding dues.

The monthly progress report of the scheme should be regularly sent to this office separately for (i) Basic including WLL service and (ii) CMTS, in the format already prescribed vide Circular of even No dated 01.02.2010 by 15<sup>th</sup> of every month positively.

(G.P.Verma)  
GM (Finance)-CFA

Copy for information to :

1. CMD, BSNL.
2. All Directors on BSNL's Board.
3. Executive Director (Finance) CO BSNL.
4. All PGMs / GMs of CO BSNL.
5. DGMs, RM-I(CFA)/ RM-II(CFA)/ T&C (CFA) ,RM (CM), CO BSNL.
6. AGMs, RM-I/ RM-II/RM-III/RM-(IUC), CO BSNL.
7. Asst. C&AG (Comml) 10-Bhadur Shah Zaffar Marg, New Delhi – 2
8. Guard file.