



2-11/2011-EB-I

Dated: 17th September, 2013

To

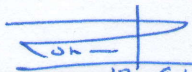
**Chief General Manager,
All Telecom Circle / Metro District / NTR**

Subject: Regarding empowering GM(EB)s of respective circles to decide upon the technical proposal, prices, discount & SLA for the IDC services, with the financial concurrence from IFA to GM(EB)s.

It was brought to the notice that despite instructions issued by BSNL CO vide letter no. 13-2/2011-IDC/IT-CFA dated 15-07-2011 para 6.1.ii and 111-03/2012-BP-Ent dated 30-08-2012 para 5 to expedite submission and finalization of proposal, there is lot of procedural delay in processing of IDC cases, which results in loss of business.

The management committee in the 175th meeting held on 09-09-2013, discussed and approved that the GM(EB)s of respective circles are fully empowered to decide upon technical proposal, prices, discount & SLA for the IDC services with financial concurrence of IFA to GM(EB).

There is a cut throat competition in the IDC services, any delay may result in loss of business so it is also requested that the proposal should be submitted to customer immediately after receipt from DCSP and advice note may also be issued promptly.


(R.P.Sharma)
Sr.GM(EB-I)
17.09.13

Copy To:-

1. PPS to CMD for kind information please.
2. PPS to Director (Enterprise)/Director (CFA) for kind information please.
3. PGM(EB)/Sr. GM(IT-CFA)/ GM(EB-II)/GM(Ent-F) BSNL CO for information please.
4. All GM(EB) Platinum/Gold for information please.