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

No: BSNLCO-NB/13(14)/4/2020-NewBusiness

Dated: 22-03-2021

To  
All CGMs  
Telecom Circles

**Sub: NB-IOT Data Service – volume based discounting powers up to 50% to CGMs on Monthly Tariff plans.**

You are aware that Monthly Tariff plans for Satellite based NB-IOT data service have already been circulated vide this office letter of even no. dated 21.01.2021.

It being a new service of its kind in India, it is felt that BSNL Circles may need to offer some discount to the enterprise customers during the initial roll out period to generate demand and establishing market for the said service. Accordingly, **the Competent Authority has empowered the Circle CGMs to offer discount up to 50% on the Monthly Tariff Plans**, based on volume, commitment period, payment schedule, future prospects from the Enterprise Customers, etc., till 30th April'21.

The above discounts will be offered to end customer on case-to-case basis, in due consultation with M/s Skylo (written consent/offer from Skylo's SPOC should be taken).

The BSNL revenue share will remain same on discounted tariff as decided in Service Agreement.

This is issued with the approval of Dir (CFA).

(Ramesh Kumar)  
Assistant General Manager (NB)