Sales & Marketing-CM 219, Eastern court Corporate Office, New Delhi-1 Tel No 23326544, Fax 23326545 ddg\_sales@bsnl.co.in



No. 27- 2/2019/S&M-CM/11

Dated: 04.03.2020

To

The Chief General Manager All Telecom Circles/Districts BSNL

Sub: - Concept of RED (Retired employee distributor Policy-2020) under CM-S&D Policy-2018.

Kindly find enclosed herewith the RED **Policy-2020** (Retired employee distributor Policy-2020) under CM-S&D Policy-2018. RED Policy-2020 will be effective from 01.03.2020.

All circles/districts are requested to give wide publicity amongst retired employees of BSNL and put all out efforts to enroll maximum numbers of RED (retired employee distributor) in sales channel of BSNL and utilize vast experience of retired employees of BSNL to impart positive impact on SIM sale/revenue.

GM (Sales)-CM /03/202

Encl:- As above.

Copy to:-

- 1. PS to all Directors, BSNL Board for kind info.
- 2. GM (Taxation)/Sr.GM(Fin-CM)/Sr. GM(CA), BSNL CO for kind info.
- 3. GM (SancharSoft), ITPC Hyderabad, for kind info and n/a.
- 4. GM (ERP), ALTTC Ghaziabad for kind info and n/a.
- 5. M/s Pyro, for kind info. and n/a.