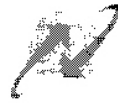


Broadband Cell Second Floor  
Bharat Sanchar Bhawan  
Janpath New Delhi – 110001  
Tel: 011-23311183  
Fax: 011-23734052



भारत संचार निगम लिमिटेड  
( भारत संचार निगम लिमिटेड )  
BHARAT SANCHAR NIGAM LIMITED  
A Government Enterprise

No: 64-28/11 – BB

Dated: 22.03.2016

To  
Chief General Managers,  
All Telecom circle/Telecom Districts

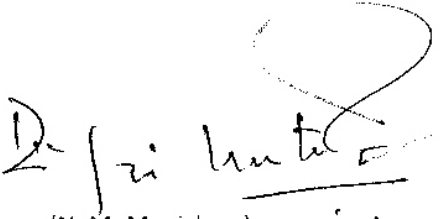
**Subject:** Signing of MOU with M/s Tata sky Ltd. for promoting BSNL Broadband services

1. It is intimated that BSNL has signed MOU with M/s Tata Sky for promoting BSNL's Broadband services across the country except Delhi & Mumbai.  
Under this agreement, BSNL will handover list of existing BSNL Landline customer details to Tata Sky, who inturn will approach customers & pursue for their Video on-demand service. Once agreed, this service will be offered only on BSNL's Landline Broadband. Tata Sky will hand over such Broadband leads to BSNL, which BSNL has to install within 72 hours.
2. You are requested to appoint one Single Point of Contact preferably DGM (CFA) at circle level, who shall also carry out following activities-
  - 2.1. Facilitate the list of Landline customers and their details to Tata Sky
  - 2.2. Any other information/details as deemed fit.
3. In a similar way, You are requested to appoint one Nodal officer at SSA level who shall deal with the booking through at <http://udaan.bsnl.co.in> and shall carry out following activities with respect to Broadband connections booked by the Tata Sky customers-
  - 3.1. Get the CAF form duly filled and security deposited
  - 3.2. Put the best efforts for set-up and installation of broadband within 72 hours, if feasible
4. You are requested to forward the Name, Designation, Contact number (Mobile & Landline) of Single Point of Contact as well as Nodal officer Udaan at SSA/circle to this office through fax & email at [agmsalesmktg@bsnl.co.in](mailto:agmsalesmktg@bsnl.co.in).
5. All field units are requested to make use of this opportunity to increase number of Broadband connections by constantly pursuing with Tata Sky.
6. The field units are also requested to expedite the provisioning and O&M as per the provisions contained in MOU (copy enclosed & uploaded at Intranet portal).
7. Difficulties, if any to deal with M/s Tata Sky may be referred to O/o CGM (NCNGN) through email [cgmncngn@bsnl.co.in](mailto:cgmncngn@bsnl.co.in)

8. Weekly progress report should be sent to CGM (NCNGN) and undersigned at [agmsalesmktg@bsnl.co.in](mailto:agmsalesmktg@bsnl.co.in)

9. Specific instructions for specific circles/SSAs shall be issued separately.

Encl: MOU



(N. M. Manickam)  
GM (NWP-BB)

Copy to:

- i) CGM ITPC for making necessary arrangements in CDR system
- ii) CGM NCNGN for kind information please