To

**Shri A.K.Garg**

CMD, MTNL

New Delhi

**Subject: Concessional broadband connection & GSM Data card to MTNL and Govt/PSU employees .**

Sir,

MTNL has a strong workforce of more than forty thousand employees, who can be best brand ambassadors of the company and can also generate more revenue if they become the individual customer of the company by taking the personal broadband connection of the MTNL, which is the requirement of every family in metro cities. In every organisation and company, the product of the company is made available to its employees on concessional basis. BSNL has also made BB connection available to its employees on 60% concession. **So, to keep our employees as our individual customer and to make them more responsible towards the efficiency of services of the company and also to make them the brand ambassador of our product, we request your good self to provide 60% concession on broad band connections & GSM data card to MTNL employees as in BSNL**.

As you know BSNL has also offered 20% concession to Govt/PSU employees. So, we may also introduce this scheme to get Govt/PSU employees attracted towards our services. Both the concessional scheme will ultimately increase our revenue by increasing the BB connections and GSM connections.

We may also explore the possibility of Bulk sale of Broadband connections and GSM Data card to Govt,Offices/PSUs/Corporates through our Sales Team on concessional rates .

**With warm regards**

Yours sincerely

**(V.K.Tomar)**

**Copy to- 1.Dir (tech) for information & n/a pl.**

**2.Dir (Fin) for information & n/a pl**

**3.Dir (HR) for information & n/a pl.**

**4.ED, Delhi/Mumbai/GSM for information & n/a pl**

**5.GM (Coml) CO for n/a pl**