

*e-Circular*

PBBU - CORPORATE AND INSTITUTIONAL TIE-UPS.

Sl. No. : 251/2010 - 11

Circular No. : NBG/PB/C&ITU-DSP/13/2010 - 11

Tuesday, July 20, 2010.

The Chief General Manager,  
State Bank of India,  
Local Head office,  
All Circles

PB/C&ITU/

Dear Sir,

**PERSONAL BANKING BUSINESS UNIT:CORPORATE AND INSTITUTIONAL TIE-UPS ; DEFENCE SALARY PACKAGE – NAVY (DSP-NAVY)**

Kindly refer to our earlier letter No: PB/C&ITU/260 dated 30/12/2009 wherein we had advised the DSP Navy Package features. However as we have been receiving queries from various branches regarding the details, we are annexing the aforesaid letter for the convenience of the operating functionaries.

In addition, kindly note the following:

- As per the MOU signed between SBI and the Indian Navy, the Annexure 2 contained in the above mentioned letter has undergone a change, hence the same is replaced by **an Application-cum- Undertaking as per a revised Annexure 2**. This is to be obtained at the time of opening new accounts/ conversion of existing accounts as per which, the applicant will inter alia undertake to obtain a No Objection Certificate from SBI in case he desires to change to any other Bank for credit of salary. Further he will not seek to change his salary bankers from SBI unless he liquidates all loans outstanding with SBI.
  - **The format of Application for NOC** referred to in Annexure 2 is attached at **Annexure 3**. This will be submitted in duplicate to the Branch, a copy of which will be acknowledged and returned by the branch with signature Number and date. Self-explanatory instructions for the applicant as well as the Bank are contained in Annexure 3. It should also be noted that the decision on issuance of NOC or decline of NOC should be promptly made within a reasonable period and in any case not more than 15 days from the date of receipt of the application, or else it may be deemed that the NOC is given.
  - The format of the Request for Overdraft facility is enclosed at Annexure 4.
- Kindly arrange accordingly.

Yours faithfully,

General Manager (PB)

The Chief General Manager,  
State Bank of India,  
Local Head office,  
All Circles.

PB/C&ITU/260

30/12/2009

Dear Sir,

**PERSONAL BANKING BUSINESS UNIT:CORPORATE AND INSTITUTIONAL TIE-UPS ; DEFENCE SALARY PACKAGE – NAVY (DSP-NAVY) OPENING OF ACCOUNTS**

We are pleased to advise that the Memorandum of Understanding between State Bank of India and Indian Navy, offering DSP- Navy to their personnel, with the same features as DSP-Army, was formally signed in New Delhi on 24<sup>th</sup> December 2009. The Package details are annexed.

In addition, kindly note the following:

1. To differentiate between DSP-Navy from DSP-Army and DSP- Air Force, and also to facilitate mining of data in CBS,

(a) **the Customer Type will be 010208** (as against 010206 for DSP Army) which needs to be captured while opening/converting the existing CIF of Navy men. The Product Codes however will continue to remain the same as under:

1092- 1431 SBCQ- DSP-PUBIND-SILVER-INR	1092-1441 SBCQ-DSP-PUBIND-GOLD-INR
1092-1451 SBCQ-DSP-PUB-DIAMOND-INR	1092-1461 SBCQ-DSP-PUBIND-PLATINUM-INR

(b)The appropriate Navy ranks and corresponding title fields as per details in the Annexure 1 should be selected and not other titles like Mr/Mrs etc.

2. As with DSP –Army, **the Navy personal number is also mandatory.**
3. The account holders, both new and existing will be provided with a **new personalised ATM card specially designed for DSP Navy.** These will be available in the first week of January 2010.
4. All **new accounts should be opened with special non-personalised Welcome Kits** only which will include the new design ATM card and new collaterals i.e. brochures and welcome letters, all specially designed for the navy personnel. Please ensure that adequate supplies of these Welcome Kits have

been requisitioned as per the branches mapped by you. The Welcome Kits will be available in the first week of January 2010.

5. The **existing accounts of Naval personnel** (approximately 18,000) opened as ordinary Savings Account or CSP accounts **must be converted into DSP Navy accounts**. Specimen of Application for conversion is attached at Annexure 2. Care should be taken to amend CIF to customer type **010208 and upload the request for special DSP Navy personalized ATM Cards immediately on conversion**. The special ATM Card which is an important part of the branding and also an important marketing strategy will be received by the existing account holders under this customer type. **A Circle-wise Branch-wise list of existing accounts of Naval personnel, which is uploaded on a monthly basis from our Mumbai Main Branch will be forwarded in soft copy, for purposes of converting the accounts by the home branches.**
6. All other instructions mentioned in our **Master Circular** no NBG/PB/C&ITU-DSP/5/2009 – 10 dated 8<sup>th</sup> June 2009 on DSP – Army will apply mutatis mutandis to accounts to be opened under DSP – Navy.
7. Kindly **review the need for new branches/ relocation of existing branches/ their renovation and most importantly, the requirement of additional ATMs** to service the needs of the Navy. These may be installed in a phased manner from January 2010 up to 31/03/2010. The Navy have also requested that at the time of identifying locations for the ATMs it *should not be* insisted upon that the ATMs should be at their gate with common access to the public. Since most Naval Stations will have a fairly large number of personnel, this request may be considered favourably on a case to case basis.
8. The Naval Head Quarters have requested that **presentations be made on the Package to their employees in the local Naval Bases**. Full advantage should be taken of this opportunity as it will ensure an excellent platform to market our Package as well as cross sell the products of our subsidiaries.

Due to the highly prestigious nature of this initiative and also its business implications, we request that your personal attention is bestowed on monitoring the opening and conversion of accounts under DSP- Navy.

Yours faithfully,

---sd/---

Chief General Manager (PB)

**Annexure 1**

**DEFENCE SALARY PACKAGE - NAVY**

	<b>Silver</b>	<b>Gold</b>	<b>Diamond</b>	<b>Platinum</b>
<b>Eligibility</b>	<u>Sea II, Sea I, Leading Seaman, Petty Officer, Chief Petty Officer, Master Chief Petty Officer-II and Master Chief Petty Officer-I</u>	<u>Sub Lieutenant, Lieutenant and Lieutenant Commander</u>	<u>Commander, Captain(IN)</u>	<u>Commodore, Rear Admiral, Vice Admiral and Admiral</u>
<b>Minimum Balance</b>	NIL	NIL	NIL	NIL
<b>Lifetime Unique Account Number</b>	Available	Available	Available	Available
<b>ATM cum Debit Card</b>	Free Unlimited number of transactions. Domestic Card. (Maestro Card)  No annual maintenance charges.  Add on card for Spouse free of cost for joint account holder.  1 extra card can be issued even for single account holder free of charges <i>(Undertaking to be obtained that it will be at his risk and responsibility)</i>  Rs. 50,000/- limit for point of Sale/Merchant Establishments  NA	Free. Unlimited number of transactions. International Gold Debit Card. (Master Card or Visa)  No annual maintenance charges.  Add on card for Spouse free of cost for joint account holder.  Not applicable.  Access to Clipper Lounges in Major Airports (Master Card only) as per current Scheme  Rs. 2 lacs limit for point of Sale/Merchant Establishments  Rs. 2 lacs personal accident insurance cover	Free. Unlimited number of transactions. International Gold Debit Card. (Master Card or Visa)  No annual maintenance charges.  Add on card for Spouse free of cost for joint account holder.  Not applicable.  Access to Clipper Lounges in Major Airports (Master Card only) as per current Scheme  Rs. 2 lacs limit for point of sale/Merchant Establishments  Rs. 2 lacs personal accident insurance cover	Free. Unlimited number of transactions. International Gold Debit Card. (Master Card or Visa)  No annual maintenance charges.  Add on card for Spouse free of cost for joint account holder.  Not applicable.  Access to Clipper Lounges in Major Airports (Master Card only) as per current Scheme  Rs. 2 lacs limit for point of Sale/Merchant Establishments  Rs. 2 lacs personal accident insurance cover

<b>Transactions at ATM</b>	Any number of transactions subject to a maximum limit of Rs. 40000/- per day.  Free at all ATMs. Subject to RBI regulations as applicable from time to time.	Any number of transactions subject to a maximum limit of \$ 1,000 per day (Rs. 50000/- in India) for International Card.  Free at all ATMs. Subject to RBI regulations as applicable from time to time.	Any number of transactions subject to a maximum limit of \$ 1,000 per day (Rs. 50000/- in India) for International Card.  Free at all ATMs. Subject to RBI regulations as applicable from time to time.	Any number of transactions subject to a maximum limit of \$ 1,000 per day (Rs. 50000/- in India) for International Card.  Free at all ATMs. Subject to RBI regulations as applicable from time to time.
<b>Internet Banking</b>	Free facility offered from SBI. Charges applicable to third party sites like Railways etc. payable.	Free facility offered from SBI. Charges applicable to third party sites like Railways etc. payable.	Free facility offered from SBI. Charges applicable to third party sites like Railways etc. payable.	Free facility offered from SBI. Charges applicable to third party sites like Railways etc. payable.
<b>Core Power</b>				
<b>(a) Transactions at Non home branches</b>	Free for DSP account holder	Free for DSP account holder	Free for DSP account holder	Free for DSP account holder
<b>(b) Transfer of funds between SBI branches,</b>	Free for DSP account holder, however charges as applicable to beneficiary account holder will be levied for amounts above Rs. 20,000/-.  <i>(&gt;Rs.20,000 upto Rs. 5,00,000 at Rs. 1.50 per Rs. 1000/- For amounts above Rs. 5,00,000 @ Rs. 1/- per Rs. 1000/- min Rs. 750 max Rs. 1250)</i>	Free for DSP account holder, however charges as applicable to beneficiary account holder will be levied for amounts above Rs. 20,000/-.  <i>(&gt;Rs.20,000 upto Rs. 5,00,000 at Rs. 1.50 per Rs. 1000/- For amounts above Rs. 5,00,000 @ Rs. 1/- per Rs. 1000/- min Rs. 750 max Rs. 1250)</i>	Free for DSP account holder, however charges as applicable to beneficiary account holder will be levied for amounts above Rs. 20,000/-.  <i>(&gt;Rs.20,000 upto Rs. 5,00,000 at Rs. 1.50 per Rs. 1000/- For amounts above Rs. 5,00,000 @ Rs. 1/- per Rs. 1000/- min Rs. 750 max Rs. 1250)</i>	Free for DSP account holder, however charges as applicable to beneficiary account holder will be levied for amounts above Rs. 20,000/-.  <i>(&gt;Rs.20,000 upto Rs. 5,00,000 at Rs. 1.50 per Rs. 1000/- For amounts above Rs. 5,00,000 @ Rs. 1/- per Rs. 1000/- min Rs. 750 max Rs. 1250)</i>
<b>Cheque Book</b>	Unlimited, free. (Except for bulk requirement for EMIs payable to other banks/ FIs/NBFCs)	Unlimited, free. (Except for bulk requirement for EMIs payable to other banks/ FIs/NBFCs)	Unlimited, free. (Except for bulk requirement for EMIs payable to other banks/ FIs/NBFCs)	Unlimited, free. (Except for bulk requirement for EMIs payable to other banks/ FIs/NBFCs)
<b>Multi City Cheques (Payable at</b>	Cheque Leaf charges : NIL Payment	Cheque Leaf charges : NIL Payment Charges	Cheque Leaf charges : NIL Payment	Cheque Leaf charges : NIL Payment

<b>par at all Branches)</b>	Charges : NIL	: NIL	Charges : NIL	Charges : NIL
<b>Easy Over-draft up to 2 Month's Net salary as per discretion of the Bank, subject to minimum residual service of 6 months. (Refer Annexure III for Specimen application)</b> <i>Subject to service exigencies, the Indian Navy will provide the details/ whereabouts of the individuals who have defaulted in repaying their loan amount as taken from the Bank under this scheme.</i>	Rate of interest: 4.00% above SBAR i.e. 15.75% p.a. currently. Overdraft limited to 2 month's net salary. Adjusted from the next salary(ies) within a period of 6 months. Can be converted into a personal loan on application repayable within 48 months at attractive rates of interest.	Rate of interest: 4.00% above SBAR i.e. 15.75% p.a. currently. Overdraft limited to 2 month's net salary. Adjusted from the next salary(ies) within a period of 6 months. Can be converted into a personal loan on application repayable within 48 months at attractive rates of interest.	Rate of interest: 4.00% above SBAR i.e. 15.75% p.a. currently. Overdraft limited to 2 month's net salary. Adjusted from the next salary(ies) within a period of 6 months. Can be converted into a personal loan on application repayable within 48 months at attractive rates of interest.	Rate of interest: 4.00% above SBAR i.e. 15.75% p.a. currently. Overdraft limited to 2 month's net salary. Adjusted from the next salary(ies) within a period of 6 months. Can be converted into a personal loan on application repayable within 48 months at attractive rates of interest.
<b>Draft issue- Number of free drafts with a ceiling of Rs. 50,000 on each draft and only if issued through transfer from DSP Account.</b> <i>(Not applicable for cash entries. This will be monitor manually)</i>	5	10	25	Unlimited
<b>Draft applied for by Nepali Gorka sailors of Indian Navy for bonafide family remittances, payable at Nepal State Bank Ltd</b>	Free	Free	Free	Free
<b>Remittances by Nepali Gorka sailors under Nepal Express Remittance Scheme (NERS)</b>	Free	Free	Free	Free

<b>and Indo Nepal Remittance Scheme (INRS) # subject to conditions as stated below</b>				
<i># There will be no charges for any electronic funds transfer through Nepal Express Remit Scheme (NERS) or Indo Nepal Remit Scheme (INRS) provided the beneficiary account is with NSBL. For other beneficiaries not having their accounts with NSBL, as there is currently a requirement of an intermediary, Prabhu Money Transfer (PMT), they will, as per extant instructions, be charged @ 64 paisa per Rs. 1000.00 (minimum Rs. 64.00), which amount will be recovered from the beneficiary or alternatively from the remitter to be ultimately paid to PMT by NSBL.</i>				
<b>RTGS/NEFT</b>	Free	Free	Free	Free
<b>Preferential allotment of Lockers</b>	✓	✓	✓	✓
<b>Concession in locker charges</b>	Nil	Nil	Nil	25% as applicable for SBI Vishesh
<b>Utility Bill Payments through Internet</b>	Free of Cost (as per the present scheme)	Free of Cost (as per the present scheme)	Free of Cost (as per the present scheme)	Free of Cost (as per the present scheme)
<b>Saving Plus (Auto Sweep Facility)</b>	Threshold Amount : Rs. 5000 TDRs/STDRs to be created for a minimum amount of Rs. 10,000 (and in multiples of Rs. 1,000) in any one instance.	Threshold Amount : Rs. 5000 TDRs/STDRs to be created for a minimum amount of Rs. 10,000 (and in multiples of Rs. 1,000) in any one instance.	Threshold Amount : Rs. 5000 TDRs/STDRs to be created for a minimum amount of Rs. 10,000 (and in multiples of Rs. 1,000) in any one instance.	Threshold Amount : Rs. 5000 TDRs/STDRs to be created for a minimum amount of Rs. 10,000 (and in multiples of Rs. 1,000) in any one instance.
<b>Passbook</b>	Available for all accounts. Free updating at Non Home Branches	Available for all accounts. Free updating at Non Home Branches	Available for all accounts. Free updating at Non Home Branches	Available for all accounts. Free updating at Non Home Branches
<b>Interest concession on personal segment loans i.e. Home loan, Car Loan, Express Credit, other Personal Loans, Including Education Loan. (Loan will be sanctioned at the discretion of</b>	50 bps less than the card rate.	50 bps less than the card rate.	50 bps less than the card rate.	50 bps less than the card rate.

<i>the Bank)</i>				
<b>Concession in margin requirement on Home Loan (upto Rs. 50 lakh only) and Car Loan (for new Cars only)</b>	5%	5%	5%	5%
<b>Processing Charges on Personal segment loans</b>	Waived	Waived	Waived	Waived
<b>EZ trade (3-in-one account: demat, share trading and Saving Account)</b>	Chargeable	Initial one time account opening charges waived	Initial one time account opening charged waived	Initial one time account opening charges waived
<b>SBI Vishesh Status</b>	Not Available	Not Available	Not Available	<b>Available</b>

**End of letter PB/C&ITU/260 dated 30/12/2009**



**The Branch Manager**

State Bank of India

\_\_\_\_\_Branch

Dear Sir,

**DEFENCE SALARY PACKAGE - (1) REQUEST FOR CONVERSION  
OF SAVING BANK ACCOUNT TO DSP-NAVY ACCOUNT AND (2) UNDERTAKING  
FROM ALL DSP ACCOUNT HOLDERS, NEW AND CONVERTED**

1. I maintain a DSP SB account with your branch and the account number is \_\_\_\_\_/ I intend to open a new DSP SB Account. I am presently employed as \_\_\_\_\_ with Indian Navy and my Navy Number is \_\_\_\_\_. My date of Birth is \_\_\_\_\_. My mobile number is \_\_\_\_\_. My present address is appended below which may please be incorporated in your records for which I am enclosing a certificate issued from the unit and request you to accept it for satisfying the KYC norms as prescribed by your bank.
2. In this connection I request that my existing account be converted into a Defence Salary Package account with all its special features.
3. I understand that the account can be converted into a Savings Plus account and the special request is being submitted for the same separately.
4. Since I am presently posted at / is being posted to \_\_\_\_\_ I request that my account should be transferred to \_\_\_\_\_ Branch of SBI for ease of operation.
5. I hereby undertake that I shall obtain a No Objection Certificate letter from SBI in case I desire to change to any other Bank for credit of salary. I further undertake that I shall not seek to change my salary bankers from SBI unless I have liquidated all loans outstanding with SBI.

Address: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Yours faithfully,

Date :

Place :

Name :  
(with Rank and Decoration)  
Address :

**The Branch Manager**  
State Bank of India  
\_\_\_\_\_ Branch

Acknowledged Receipt
.....
.....
(Signature of Branch Manager with Signature Number and Branch Stamp)
Date of Receipt
.....
.....

Dear Sir,

**DEFENCE SALARY PACKAGE - REQUEST FOR ISSUANCE OF NOC TO TRANSFER SALARY FROM DSP ACCOUNT WITH SBI TO ANOTHER BANK**

1. I maintain a DSP SB account with your branch and the account number is \_\_\_\_\_ . I am presently employed as \_\_\_\_\_ with Indian Navy and my Navy Personal Number is \_\_\_\_\_. My present address is \_\_\_\_\_

2. I request you to issue me a No Objection Certificate as I desire to change my salary bank from where I draw my monthly salary i.e. SBI \_\_\_\_\_ Br to \_\_\_\_\_ Bank for the following reason: \_\_\_\_\_

3. I further declare that I have no loan(s) outstanding with SBI.

Yours faithfully,

Date :

Place :

Name :  
(with Rank and Decoration)  
Address :

To be submitted to the Bank in duplicate and acknowledgement obtained from the Branch Manager of SBI on the second copy, duly stamped including date of receipt by the Bank.

**The Branch Manager**

State Bank of India

\_\_\_\_\_Branch

Dear Sir,

**DEFENCE SALARY PACKAGE**  
**REQUEST FOR OVERDRAFT FACILITY**

1. I am maintaining a Saving Bank account No. \_\_\_\_\_ with your branch and my Navy Number is \_\_\_\_\_. At my request, you have agreed to grant me an overdraft limit(facility) of Rs. \_\_\_\_\_ (Rupees \_\_\_\_\_ only) which is approximately equivalent to two month's net salary. I am enclosing photocopy of my salary slips for your ready reference. I have represented to you that the said loan is required to meet my urgent personal/domestic expenses.

2. In consideration of your granting me the above facility, I undertake to liquidate the outstanding in the facility with interest from my next salary(ies) within a period of six months from the date of sanction of the facility. I also undertake and agree to pay interest for the above facility, at the rate applicable to clean overdraft i.e. \_\_\_\_\_% above SBAR floating, currently \_\_\_\_\_ p.a with monthly rests. I also agree that the said rate of interest shall undergo change from time to time as applicable to an overdraft account.

3. I undertake to repay the facility with interest in such installments as mentioned above and to facilitate such repayment, I hereby authorise you to deduct such amount as may be required from my above account. In case, my salary is not credited to the above account for any reason whatsoever, I undertake to pay the monthly installment with interest on or before the due date.

Yours faithfully,

Witness :

Name :

Address :

Name :

Date :