The Branch Manager State Bank of India Branch
Dear Sir,
STATE GOVERNMENT SALARY PACKAGE – SGSP REQUEST FOR CONVERSION OF SB ACCOUNT TO SGSP – ACCOUNT AND AUTO SWEEP FACILITY
I maintain a Saving Bank account with your branch and the account number is I am presently employed aswith and my employee/ personal Number is My present address is appended below which may please be incorporated in your records for which I am enclosing a certificate/ letter issued by my employer. I request you to accept it for opening the savings account.
In addition I am enclosing a copy of (any one of Passport, driving licence, PAN Card, Voter's Identity Card, etc. or utility bills such as telephone bill, Bank account statement, Electricity bill etc.) satisfying the KYC norms as prescribed by your Bank/ RBI.
2. In this connection I request that my existing account be converted into a State Government Salary Package account with all its special features.
As regards converting my account to Savings Plus account: (Please tick in the appropriate box)     a. I do not wish to avail of this facility <b>OR</b> b. I request you to convert my savings account into a Savings Plus account.
In case the response is b: I request you to allow me auto-sweep facility in the said account, should the balance in my account exceed Rs (please indicate an amount of Rs.15,000/- or above) as at the end of the day of (please tick)  On weekly basis, each day (e.g. Monday or Tuesday oretc), every week.  OR  On monthly basis (e.g. 1st or 2nd or 3nd or etc) of every month beginning from (dd/mm/yy)
I authorise you to transfer the excess amount to a Multi Option Deposit (TD/STD) (please tick) for a period of month/ year(s). I understand that this auto sweep will be done for a minimum amount of Rs.10,000/- and in the multiples of Rs.1,000/- at any one instance. Further, under the reverse sweep facility for breaking of Multi Option Deposit, I authorise you to break the Multi Option Deposit by following the principle of (please tick) "Last in First Out"OR " First in First Out"
I confirm that I have read and understood the Terms and Conditions of Savings Plus Account. Payment of proceeds, as well as nomination for the term deposits so made would be as per my/ our Savings Plus Account with you, by debit to which the Multi Deposits would be created.
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. (Strike out if not applicable).
Yours faithfully,
Name:
Address
Date Place:



## e-Circular

PBBU - CORPORATE AND INSTITUTIONAL TIE-UPS.

Sl. No.: 691/2010 - 11

Circular No.: NBG/PB/C&ITU-CSP/30/2010 - 11

Friday, November 12,2010.

.

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

Sir/ Madam,

PERSONAL BANKING BUSINESS UNIT
CORPORATE AND INSTITUTIONAL TIE-UPS
NEW PRODUCT: STATE GOVERNMENT SALARY PACKAGE (SGSP)
FOR PERMANENT EMPLOYEES OF STATE GOVERNMENTS AND UNION
TERRITORIES WITH NEW CUSTOMER TYPE AND NEW PRODUCT CODES

We are pleased to advise that we are now offering a new customized package, the State Government Salary Package (SGSP) to employees and officials of all State Governments and Union Territories, details of which are contained in Annexure I and II.

- 2. The concessions detailed in the package will be applicable only to the permanent employees of all State Governments and Union Territories who maintain their Salary accounts with us. The Concession on Home Loans, Auto Loans and Xpress Credit loans will be available up to 31.10. 2011 and will be continued thereafter subject to review.
- 3. The concessions proposed under the above tie-up will not be in addition to concessions available under tie-ups with builders, special pricing structure for High Value Housing Loans, festival/mega bonanza offers, fairs /exhibitions /other promotional campaigns etc. The margin on Housing Loan will be in line with risk based premium/ discounted interest rates. All other terms and conditions of the scheme(s) will be complied with.
- 4. To facilitate mining of information in CBS:
- a) The <u>Customer Type</u> will be <u>010215</u>, which needs to be captured while opening/converting the existing CIF of personnel of State Governments and Union Territories.
- b) The **Product Codes** will be as under:

1096- 1431 SBCQ- SGSP-PUBIND-SILVER-INR	1096-1441 SBCQ-SGSP-PUBIND-GOLD-INR
1096-1451 SBCQ-SGSP-PUB-DIAMOND-INR	1096-1461 SBCQ-SGSP-PUBIND-PLATINUM-INR

The <u>Package will come in four variants</u>, which will be distinguished by the designation of the employees rather than their salaries. (Refer Annexure I)

5. As regards **Account opening**:

- a) KYC formalities would have to be completed by the branch concerned as usual and
- b) The branches will have to upload the mandatory 8 Fields as per extant instructions.
- 6. All <u>new accounts</u> should be opened with Non-Personalised Welcome Kits (NPWKs). Please ensure that adequate supplies of NPWKs are requisitioned. Non availability of NPWKs should however not be a reason for delay in opening of accounts.
- 7. The <u>existing accounts</u> of employees of State Governments and Union Territories opened as ordinary Savings Account or CSP accounts can be converted into SGSP accounts. Please obtain application from the individual account holders as per Annexure III requesting for conversion of existing accounts to SGSP.

#### 8. Strategies for Marketing:

- i) A <u>formal offer letter</u> to be addressed to the <u>Chief Secretary</u>, Government of (\*\*\*), with a copy to the <u>Principal Secretary</u>, Finance. The offer should be made personally by the Circle Chief General Manager or Net Work GM, with an emphasis on supporting the State's IT initiatives of electronic salary uploads, Easy Pay cards to substitute all cash disbursements, other vendor payments, etc.
- ii) The DGM/ AGM Government Business, DGM/AGM PBBU and AGM IT should follow up this meeting with **presentations on CINB, the benefits of SGSP** (an offer unmatched by other banks), the advantages of Inter Core funds transfers as compared to NEFT, etc. These strategies have been implemented successfully by Bhopal Circle.
- iii) Mapping of branches with offices of State Governments and Union Territories.
- iv) Designating a suitable Officer as a **Relationship Manager** for the State Government/ UT as a contact point for banking related issues and also for undertaking the marketing of SGSP.
- v) <u>Appropriate Publicity material</u> on the lines of "Z Cards" or leaflets to be printed locally, detailing the features of SGSP and other relevant retail assets and liability products. This should be distributed at their offices.
- vi) Kindly arrange to set up **Account Opening Help Desks** in their Offices, on predetermined dates.
- vii) Kindly review the need for <u>new branches</u>/ <u>relocation of existing branches</u>/ their renovation and most importantly, the requirement of <u>additional ATMs</u> to service the needs of the employees of State Governments and Union Territories.
- viii)Please arrange to <u>publicise the scheme extensively</u> through all available local media. Display of posters, banners, gates, etc may be used extensively at their locations.
- 9. Please arrange to advise the operating units under your control to open accounts/ convert existing accounts of permanent employees of State Government and Union Territories under SGSP.
- 10. The scale of the initiative being massive and so also its business implications, we request that your personal attention is bestowed on monitoring opening of accounts under SGSP.

Yours faithfully,

sd/-

General Manager (PB)

Encl:a/a

The product will be offered in 4 variants as under:-

- A) State Government Salary Package Silver
   B) State Government Salary Package Gold
   C) State Government Salary Package Diamond
   C) State Government Salary Package Diamond
   D) State Government Salary Package Diamond

- D) State Government Salary Package Platinum

E)

#### STATE GOVERNMENT SALARY PACKAGE

(Base Rate : 7.60 %)

	Silver	Gold	Diamond	Platinum
Eligibility	Class 4 employees like Peons, sub- staff	Class 3 Employees like Teachers, Lower Divisional Clerks, Upper Divisional Clerks, excl. Police	Class 2 employees i.e. Gazetted Officers, Asst Directors etc	Class 1 and Executive Grade 1 i.e. Commissioners, Collectors, HOD, Directors, PS, Secretary
Minimum Balance Required	NIL	NIL	NIL	NIL
Lifetime Unique Account Number (UAN)	Available	Available	Available	Available
ATM cum Debit Card	Free. Unlimited number of transactions.	Free. Unlimited number of transactions.	Free. Unlimited number of transactions.	Free Unlimited number of transactions.
	Domestic Card Maestro.	International Gold Debit Card. (Master Card or Visa)	International Gold Debit Card. (Master Card or Visa)	International Platinum Debit Card. (Master Card or Visa)
	No annual maintenance charges.	No annual maintenance Charges	No annual maintenance charges.	No annual maintenance charges.
	Add on card for spouse free of cost for joint account holder.	Add on card for spouse free of cost for joint account holder.	Add on card for spouse free of cost for joint account holder.	Add on card for spouse free of cost for joint account holder.
	NA	₹ 2 lacs limit for Point of Sale/ Merchant Establishments	₹ 2 lacs limit for Point of Sale/ Merchant Establishments	₹ 2 lacs/ USD 4000/- limit for Point of Sale/ Merchant Establishments

	*₹ 1 lacs	*₹ 4 lacs	*₹ 4 lacs	₹ 5 lacs Personal
	Personal	Personal	Personal	Accident Insurance
	Accident	Accident	Accident	cover
	Insurance	Insurance cover	Insurance cover	
	cover			
	PAI cover will be advis num Cards are already	ed for Silver, Gold and l covered.	Diamond. Platinum acc	count holders with
Transactions	Any number of	Any number of	Any number of	Any number of
at ATM	transactions	transactions	transactions	transactions subject
	subject to a	subject to a	subject to a	to a maximum limit
	maximum limit	maximum limit of \$ 1,000 per day	maximum limit of \$ 1,000 per	of \$2,000 per day
	of ₹ 40,000/- per day.	(₹ 50,000/- in	day (₹ 50,000/-	day (₹ 1,00,000/- in India) for Platinum
	uay.	India) for	in India) for	International Card
		International	International	international cara
		Card	Card	
	Free at all SBI	Free at all SBI	Free at all SBI	Free at all SBI
	ATMs	ATMs	ATMs	ATMs
			7	
	Cash withdrawal	Cash withdrawal	Cash withdrawal	Cash withdrawal
	from ATMs of	from ATMs of	from ATMs of	from ATMs of
	banks other	banks other than	banks other	banks other than
	than SBI more	SBI more than	than SBI more	SBI more than five
	than five times	five times in a	than five times	times in a month
	in a month will	month will attract	in a month will	will attract levy of
	attract levy of	levy of service	attract levy of	service charges as
	service charges	charges as per RBI directives.	service charges	per RBI directives.
	as per RBI directives.	RDI Ullectives.	as per RBI directives.	
Internet	Free facility	Free facility	Free facility	Free facility offered
Banking	offered from	offered from SBI.	offered from	from SBI.
	SBI.		SBI.	
	Charges	Charges	Charges	Charges applicable
	applicable to	applicable to	applicable to	to third party sites
	third party sites	third party sites	third party sites	like Railways etc
	like Railways	like Railways etc	like Railways	payable.
Core Bours	etc payable.	payable.	etc payable.	
Core Power (a)Transact-	Free for SGSP	Free for SGSP	Free for SGSP	Free for SGSP
ions at Non	account holder	account holder	account holder	account holder
home	account notice	account notaci		account notact
branches				
	Free for SGSP	Free for SGSP	Free for SGSP	Free for SGSP
(b)Transfer	account holder,	account holder,	account holder,	account holder,
of funds	however	however charges	however	however charges
between SBI	charges as	as applicable to	charges as	as applicable to
branches,	applicable to	beneficiary	applicable to	beneficiary account
	beneficiary	account holder	beneficiary	holder will be levied

	account holder will be levied for amounts above ₹20,000/-	will be levied for amounts above ₹ 20,000/-	account holder will be levied for amounts above ₹ 20,000/-	for amounts above ₹ 20,000/-
Cheque Book	25 leaves free in a year. Extra leaves available at ₹ 2 per leaf. Personalised cheque Books available	50 leaves free in a year. Extra leaves available at ₹ 2 per leaf. Personalised cheque Books available	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)
Multi City Cheques (Payable at	Cheque Leaf charges: NIL	Cheque Leaf charges: NIL	Cheque Leaf charges: NIL	Cheque Leaf charges: NIL
par at all Branches with a cap of	Payment Charges : NIL	Payment Charges : NIL	Payment Charges : NIL	Payment Charges : NIL
₹2 lac per cheque)	Transaction Charges : NIL	Transaction Charges : NIL	Transaction Charges : NIL	Transaction Charges : NIL
Easy Overdraft up to 2 Month's Net salary, subject to min residual service of 6 months.	Rate of interest: 8.25 % above Base Rate (presently 7.60% p.a.) i.e.15.85% p.a currently.	Rate of interest: 8.25 % above Base Rate (presently 7.60 % p.a.) i.e.15.85% p.a currently.	Rate of interest: 8.25 % above Base Rate (presently 7.60 % p.a.) i.e. 15.85% p.a currently.	Rate of interest: 8.25 % above Base Rate (presently 7.60 % p.a) i.e. 15.85% p.a currently.
monais.	Overdraft limited to 2 month's Net Salary.			
	Adjusted from the next salary (ies) within a period of 6 months.	Adjusted from the next salary (ies) within a period of 6 months.	Adjusted from the next salary (ies) within a period of 6 months.	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.	Can be converted into a personal loan on application, repayable within 48 months at attractive rates of interest.	Can be converted into a personal loan on application, repayable within 48 months at attractive rates of interest.	Can be converted into a personal loan on application, repayable within 48 months at attractive rates of interest.

Preferential allotment of Lockers	Available	Available	Available	Available
Account statement on email	Free	Free	Free	Free
Concession in locker charges	Nil	Nil	Nil	25 % as applicable for SBI Vishesh
Utility Bill Payments through Internet	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)
Savings Plus (Auto Sweep Facility)	Threshold Amount: ₹ 15,000	Threshold Amount: ₹15,000	Threshold Amount: ₹15,000	Threshold Amount:₹15,000
	TDRs/STDRs to be created for a minimum amount of ₹ 10,000 (and in multiples of ₹ 1,000) in any one instance.	TDRs/STDRs to be created for a minimum amount of ₹ 10,000 (and in multiples of ₹ 1,000) in any one instance.	TDRs/STDRs to be created for a minimum amount of ₹ 10,000 (and in multiples of ₹ 1,000) in any one instance.	TDRs/STDRs to be created for a minimum amount of ₹ 10,000 (and in multiples of ₹1,000) in any one instance.
Passbook	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
Concession in margin on Home loan (up to ₹ 50 lacs only) and Car Loan ( new Cars only)	5%	5%	5%	5%
	Margins after concession should not be less than 10 %. The margin on Housing Loan will be in line with risk based premium/ discounted interest rates			
eZ trade (3- in-one account: Demat, share trading and Savings A/c)	1 <sup>st</sup> year Demat Account opening Charges of ₹400/- waived	1 <sup>st</sup> year Demat Account opening Charges of ₹ 400/- waived	1 <sup>st</sup> year Demat Account opening charges of ₹ 400/- waived	1 <sup>st</sup> year Demat Account opening Charges of ₹ 400/- waived
SBI Vishesh Status	Not Available	Not Available	Not Available	Available

Mobile Banking	Free	Free	Free	Free
Gold Coin	denominations. An additional con	acession of 0.5% or	chase of 2, 4, 5, 8, 10 n card rate will be ava on not to exceed 1.5	ailable during

### **Annexure II**

# Proposed Interest rate concession ( Base Rate : 7.60 %)

1	Interest Rates	Card Rates	Proposed Concession
	Housing Loans	Cara rates	1 Toposed Concession
1 -	Floating Interest Rates #		
	Up to & including ₹ 30 Lacs		
	Up to 5 Years	1.75 % p.a. above Base Rate. Current Effective rate:9.35% p.a	50 bps below the applicable card rate on the date of sanction
	Above 5 Years and up to 15 Years	2.00 % p.a. above Base Rate. Current Effective Rate : 9.60% p.a	50 bps below the applicable card rate on the date of sanction
	Above 15 Years and up to 25 Years	2.25 % p.a. Above Base Rate. Current Effective Rate : 9.85 % p.a	50 bps below the applicable card rate on the date of sanction
1	Above ₹ 30 Lacs & up to ₹ 75 Lacs		
	Up to 5 years	2.25 % p.a. Above Base Rate Current Effective Rate: 9.85 % p.a.	50 bps below the applicable card rate on the date of sanction
1	Above 5 years and up to 15 years	2.50 % p.a. Above Base Rate. Current Effective Rate: 10.10 % p.a.	50 bps below the applicable card rate on the date of sanction
1	Above 15 years and up to 25 years	2.75 % p.a. Above Base Rate. Current Effective Rate: 10.35 % p.a.	50 bps below the applicable card rate on the date of sanction
	Above ₹ 75 Lakhs		
	Up to 5 years	2.25 % p.a. Above Base Rate. Current Effective Rate: 9.85 % p.a.	50 bps below the applicable card rate on the date of sanction
	Above 5 years and up to 15 years	2.50 % p.a. Above Base Rate. Current Effective Rate: 10.10 % p.a.	50 bps below the applicable card rate on the date of sanction
	Above 15 years and up to 25 years	3.00 % p.a. Above Base Rate. Current Effective Rate: 10.60 % p.a.	50 bps below the applicable card rate on the date of sanction
	FIXED RATE *		

	(period up to 10 yrs)		
	Up to ₹ 30 Lakhs	3.25 % p.a. Above Base Rate on the date of reset. Current Effective Rate : 10.85 % p.a.	50 bps below the applicable card rate on the date of sanction
	Above ₹ 30 Lakhs  ( subject to force majeure clause and interest rate reset at the end of every two years on the basis of fixed interest	4.25 % p.a Above Base Rate on the date of reset. Current Effective Rate : 11.85 % p.a.	
	rates prevailing at that time)	nemes: No interest rate concession	during the anguid offer period
	where interest rate is provided at Thereafter interest rate will be re applicable after completion of 3 y		ne loan at 50 bps below the rate cable for floating as well as fixed
ii	Car Loans New Cars only Floating Interest Rates		
	SBI Car loan Scheme for loan below ₹ 5.00 lacs Up to 3 years	3.75 % p.a Above Base Rate. Current Effective Rate: 11.35 % pa.	50 bps below the applicable card rate on the date of sanction
	Above 3 Years up to 5 years	3.75 % p.a Above Base Rate. Current Effective Rate: 11.35 % p.a.	50 bps below the applicable card rate on the date of sanction
	Above 5 years and up to 7 years	4.00 % p.a Above Base Rate. Current Effective Rate: 11.60 p.a.	50 bps below the applicable card rate on the date of sanction
	SBI Car loan Scheme for loan of ₹ 5.00 lakhs and above		
	Up to 3 years	3.25 % p.a Above Base Rate. Current Effective Rate: 10.85 p.a.	50 bps below the applicable card rate on the date of sanction
	Above 3 Years up to 5 years	3.50 % p.a Above Base Rate. Current Effective Rate: 11.10 % pa.	50 bps below the applicable card rate on the date of sanction
	Above 5 years and up to 7 years	3.75 % p.a Above Base Rate. Current Effective Rate: 11.35 % p.a.	50 bps below the applicable card rate on the date of sanction

	Corlogno		
	Car Loans Car loans under special schemes like SBI EZee Car loan and SBI Advantage Car loan scheme where special interest rate is applicable for limited period	As per Card Rates	#Under SBI EZee / Advantage Car Loan schemes: No interest rate concession during the special offer period where interest rate is provided at fixed rate for the first 3 years.
			Thereafter interest rate will be reset on 3 <sup>rd</sup> anniversary date of the loan at 50 bps below the rate applicable after completion of 3 years. The concession will be applicable for floating rates loans.
iii	Xpress Credit	As per card rate	50 bps below the applicable card rate on the date of sanction
	Margin		
2	Housing Loan *		
	Up to ₹ 75 lacs	20%	15%
	Above ₹ 75 lacs	25%	20%
	Car Loan	15%	10%
	* Circle CGMs will have discreti further 5 % over and above the	onary power to reduce margin or	n Home Loan above ₹75 lacs by e subject to the proviso that the
3	Processing Charges		
	Housing Loan	At rates applicable to various slabs	50 % of applicable Card rates
	Car Loan	0.50%	₹ 500 per application
	Xpress Credit	1.00 %	50 % of applicable Card rates
4	Security	Mortgage of property for housing loan	Waiver of interim security in case of delayed mortgage where check off is available
5	Mode of repayment	Check-off facility/ Standir Account with 6 post dated C	ng Instructions on Salary Cheques.

The Branch Manager State Bank of India Branch
Dear Sir,
STATE GOVERNMENT SALARY PACKAGE – SGSP REQUEST FOR CONVERSION OF SB ACCOUNT TO SGSP – ACCOUNT AND AUTO SWEEP FACILITY
I maintain a Saving Bank account with your branch and the account number is I am presently employed aswith and my employee/ personal Number is My present address is appended below which may please be incorporated in your records for which I am enclosing a certificate/ letter issued by my employer. I request you to accept it for opening the savings account.
In addition I am enclosing a copy of (any one of Passport, driving licence, PAN Card, Voter's Identity Card, etc. or utility bills such as telephone bill, Bank account statement, Electricity bill etc.) satisfying the KYC norms as prescribed by your Bank/ RBI.
2. In this connection I request that my existing account be converted into a State Government Salary Package account with all its special features.
As regards converting my account to Savings Plus account: (Please tick in the appropriate box)     a. I do not wish to avail of this facility <b>OR</b> b. I request you to convert my savings account into a Savings Plus account.
In case the response is b: I request you to allow me auto-sweep facility in the said account, should the balance in my account exceed Rs (please indicate an amount of Rs.15,000/- or above) as at the end of the day of (please tick)  On weekly basis, each day (e.g. Monday or Tuesday oretc), every week.  OR  On monthly basis (e.g. 1st or 2nd or 3nd or etc) of every month beginning from (dd/mm/yy)
I authorise you to transfer the excess amount to a Multi Option Deposit (TD/STD) (please tick) for a period of month/ year(s). I understand that this auto sweep will be done for a minimum amount of Rs.10,000/- and in the multiples of Rs.1,000/- at any one instance. Further, under the reverse sweep facility for breaking of Multi Option Deposit, I authorise you to break the Multi Option Deposit by following the principle of (please tick) "Last in First Out"OR " First in First Out"
I confirm that I have read and understood the Terms and Conditions of Savings Plus Account. Payment of proceeds, as well as nomination for the term deposits so made would be as per my/ our Savings Plus Account with you, by debit to which the Multi Deposits would be created.
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. (Strike out if not applicable).
Yours faithfully,
Name:
Address
Date Place: