

Business Planning- Enterprise Branch
Corporate office
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भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

No. 112-1/2014-BP-Ent

Dated : 2.2.2015

To

The CGM, BSNL
Maharashtra Telecom Circle,
Mumbai (MH)

Subject :- Discounting policy on Domestic Leased Line (DLC) tariff for 2 Mbps and above bandwidth for Silver customers - regarding.

Sir,

Kindly refer to your office letter No. CGMT/MH/EB-MH/GenCorr/2009-10/2716 dated 16.1.2015, received from AGM -EB-MH, Maharashtra Telecom Circle wherein, it has been requested to intimate the discounting power on Domestic Leased Line (DLC) tariff for 2 Mbps and above bandwidth for silver customers.

2. In this regards this is for your kind information that vide letter of even number dated 11.9.2014 discounting powers or GM (EB) and CGM were communicated to field unit only for Gold and Platinum category customers. But, Discounting Powers for DLC for silver customer was not communicated, because, this has already been clarified vide Para 3 of letter No. 112-21/2009-BP ENT dated 01.11.2011 to the field units that Maximum discount by the field units i.e., GM (EB) and CGMs to the silver customers may be equivalent to the discount offered by the field units to Gold/Platinum customers, subject to the condition that in such cases no commission will be paid to the Channel Partner i.e. either silver customer are directly coming to BSNL or BSNL field units has approached to the customer without the Channel Partner.

3. This is issued with the approval of PGM (EB)

(Rakesh Sethi)

Assistant General Manager (BP-Ent-II)

Copy for information to :

- (1) All CGM BSNL Telecom Circle/ Distt/ Region
- (2) All GM (Enterprise) Circle/ GM(EB-City)
- (3) Sr.GM (EB-I)/GM (EB-II)/Sr.GM (Fin -Ent)