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**भारत संचार निगम लिमिटेड**  
(भारत सरकार का उपक्रम)  
**BHARAT SANCHAR NIGAM LIMITED**  
(A Govt. of India Enterprise)

No: 64-106/S&M-CFA/2010

Dated: 24.01.2014

To  
Chief General Managers  
All Telecom circles/ Telephone districts

**Subject:** Regarding commission applicable to CFA franchisees for selling CM products (secondary products) stated in the EOI document for appointment of CFA franchisee

**Ref:** BSNL CO letter no. 27-9/2010-S&M CM/81 dated 20.06.2012

The issue raised by various field units, on the subject mentioned above, has been examined in this office. Since the products namely WLL- both pre paid and post paid, FWT, Data card & Wimax connections previously under CM category have been migrated under CFA category, the Competent authority has approved as under-

- I.** Commission defined by CM vertical for the products namely WLL- both pre paid and post paid, FWT, Data card & Wimax connections vide letter under reference shall be treated as CFA product commission & shall be applicable for CFA franchisees.
- II.** Commission for Post paid SIMs as applicable with CM commission/discount structure vide letter under reference shall be payable to CFA franchisees.

This issues with the approval of competent authority

**(Ankur Sharma)**  
**AGM (S&M-CFA)**

CC: Dir (CFA)/Dir (CM) for kind information please.