

General Manager (S & M - CM)

Sales & Marketing - Consumer Mobility

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भारत संचार निगम लिमिटेड

(भारत सरकार का उद्यम)

BHARAT SANCHAR NIGAM LIMITED

(A Government of India Enterprise)



No. GM (S&M-CM) /273/10-11/vol I /channel partners /discount/commission/ 85 /dt 28 .06.2011

To

All Heads of SSAs/IFAs,
Tamil Nadu Circle.

SUB: Commission /Discount structure for DSAs as per S& D Policy 2012 - reg

REF: 1. Corporate office lr no 27-9/2010-S&M_CM/81 dted 20.06.12

2. GM (S&M-CM) /273/10-11/vol I /channel partners /discount/commission/35 /dt 19.05.11

Kindly refer to the letter cited above under reference (2) wherein Discount/Commission on recharge /Ctopup applicable to DSAs has been communicated.

BSNL has introduced 'CM sales & Distribution Policy 2012 'and is to be introduced from 1/7/2012 in Tamil Nadu circle.

In this regard, the following points are brought under your consideration for calculation of the commission accordingly.

1. The commission/discount on recharge/Ctopup to DSAs/PCO operators/BAs has been revised as 75 % of the primary Franchisees commission .ie 75 % of 5.5 % which works out to 4.125 %.
2. All the AO (sales) who is allocating the stock to the DSA/BA/PCO/OSS s are requested to modify the Commission/discount structure to 4.125 %.
3. The following new TAX TYPE's are available for Tamil Nadu Circle in the Ctopup GUI and SSA Nodal Officers are requested to select the required TAX TYPE for allocating the Stock with the revised discount / Commission.

TN_4.125_TD10 (For 4.125 Commission with 10% TDS)

TN_4.125_TD20 (For 4.125 Commission with 20% TDS)

General Manager (S&M-CM)

Chennai, Tamil Nadu Circle.

Copy to: 1.Sr,GM(TR),Ch,TN Circle.

2. All AOs /AGM (sales) of TN Circle