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

No. 28-2/2013-S&M-CM/46

Dated: 08.12.2014

To

The Chief General Managers  
 All Telecom Circles / Districts  
 BSNL

**Sub: MNP CAF commission and incentive for channel partners-reg.**

Competent authority has approved the launch of promotional MNP CAF commission & incentive to retailers for following three categories for three months from the date of implementation:-

1. For low traffic BTS area,
2. For other than low traffic BTS area and
3. For acquiring high ARPU customers.

Any subscription addresses within such BTS area & customers ARPU will entitle MNP incentive to sales channel. All those BTSs are to be defined in Sanchar-Soft for the purpose well in advance. MNP CAF commission and incentive to retailers for above mentioned three categories is given below:-

1. In low traffic BTS area (BTS having traffic < 10 Erg.)				
Sr. No.	Type of connection	Franchisee channel* (Commission /Incentive in Rs.)	Direct to Retailers (Commission/Incentive in Rs.)	Remarks
i	Prepaid	50	50	Circle may include BTSs having traffic up to 20 Erg. If total nos. of eligible BTSs fall below 10% of total BTS.
ii	Post paid	50	50	
2. Other than low traffic BTS areas				
Sr. No.	Type of connection	Franchisee channel*/Connection (Commission/Incentive in Rs.)	Direct to Retailers/Connection (Commission/Incentive in Rs.)	Remarks
i	0-5 Nos. of connections	50	Nil	To be paid after 60 days subject to min recharge of Rs 250 during 60days or payment of two postpaid monthly bill
ii	6-10 Nos. of connections	50	25	
iii	>10 Nos. of connections	50	50	



3. Extra MNP CAF commission/Incentive in addition to 1 & 2 above for acquiring high ARPU Customers only				
Sr. No.	Type of connection	Franchisee channel* (Commission /Incentive in Rs.)	Direct to Retailers (Commission/Incentive in Rs.)	Remarks
<b>Prepaid</b>				
i	Qtly. Recharge(750-1000)	25	25	To be paid after 3 months
ii	Qtly. Recharge (> 1500)	50	50	
<b>Post paid</b>				
iii	Qtly. Bill (1500-2000)	50	50	To be paid after payment of 3 months bill
iv	Qtly. Bill(2001-4000)	100	100	
v	Qtly. Bill(>4000)	150	150	

1. MNP CAF commission/incentive for franchisee channel will be shared amongst Franchisees, RDs and retailers as per provision in CM-S&D Policy-2012.

2. The commission /incentive for MNP will be decided on customer's category (i.e. High ARPU, low traffic BTS & other than low traffic BTS). Extra MNP CAF commission/Incentive as mentioned under table-3 will be paid to channel partners in addition to 1 & 2 above for acquiring high ARPU Customers only.

3. The above MNP CAF commission/incentive will be in addition to normal FRC commission to channel partners.

(Upendra Bakolia)  
Addl. GM(S&M-CM)