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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

Date: 13/09/2011

To
The CGMT
UP (W) Telecom Circle
Meerut.

Sub: Clarification Regarding Franchisee Commission Structure for CFA Products.

Ref: Sr. GMTD/NDA/CMTS/Commission Franchisee/DSA/2011-12 dated 20.08.2011 from O/o Sr. GMTD, BSNL Noida.

With respect to letter under reference, vide which certain clarification regarding CFA franchisee commission structure was sought, it is intimated that commission payable to franchisees for sale of CFA products has been substantially enhanced and communicated to field units vide letter no 64-106/S&M-CFA/2010 dated 08.08.2011. The revised commission structure may be implemented immediately, if not already implemented, in all the SSAs.

Nevertheless, it is clarified that in both the circulars "WITH" has been used for defining the minimum commission, for example "one month fixed charges with minimum commission of Rs 250/ per connection" means that Rs 250/- has to be paid as commission in cases where fixed monthly charges is less than Rs 250/- and one month Fixed charge has to be paid as commission in cases where fixed monthly charges is greater than Rs 250/-.


(Jitendra Kumar)
DGM (S&M-CFA)

Copy to:- The CGMT- All territorial circles, for implementation of revised commission structure & submission of its impact on sales in performa already uploaded on intranet portal vide letter no 64-106/S&M-CFA/2010 dated: 12/09/2011.