

**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. 121-4/2012-BP-Ent**

**Dated 13.01 2014**

**To**

**All CGMs BSNL Telecom Circle/Distt/Region**  
**All GM (Enterprise) Circle/GM (EB-City)**

**Subject :- Review of Discounting Power of the Field Units and ECT –EBU of BSNL CO for Internet Leased Line (ILL) Services of BSNL-reg**

Discounting powers of the Field Units and ECT –EBU of BSNL CO for Internet Leased Line (ILL) Services of BSNL have been revised vide this office letter of even no. dated 21.11.2013.

2. Now, some of the circles have requested to clarify whether Para 3 of letter no. 112-21/2009-BP-Ent dated 01.11.2011 is also applicable to the letter of even no. dated 21.11.13.

*“Para 3 of letter no. 112-21/2009-BP-Ent dated 01.11.2011 says that maximum discount offered by the field units i.e GM(EB) and CGM's 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. In this regard it is clarified that Para 3 of letter no. 112-21/2009-BP-Ent dated 01.11.2011 is also applicable to the letter of even no. dated 21.11.13.

  
(Satish Chander)

Assistant General Manager (BP-Ent)

Copy to :

- (1) PPS/ PS to the CMD/ Director (Enterprise)/Director (CFA)/ Director (CM)/ ED (Finance)/ED (CN)/ED (CA)/ED(NB)
- (2) GM (EB-I)/GM (EB-II)/GM (Fin –Ent).
- (3) OL Section to provide Hindi Translation.