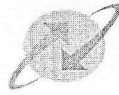


**Sales & Marketing-CM**  
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Corporate Office, New Delhi-1  
Tel No 23326544, Fax 23326545  
ddg\_sales@bsnl.co.in



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

No.27-1/2012/S&M-CM/ (Pt.)/6

Date: 13.06.2013

To

The Chief General Managers,  
Andhra Pradesh /Tamilnadu/Kerala/Karnataka/Chennai Telecom Circle/Metro District  
BSNL

**Subject: Retailing of VAS services through C-Top-up channel**  
**Ref: letter no. 200-29/2012-VAS dated 28.03.2013**

Competent authority has approved the same discount/commission structure for distribution channel for retailing of VAS services as applicable to the sale of recharge subject to the maximum limit of 5.5% of End User Price.

This is initially applicable to south zone for a period of 6 months.

(Upendra Bakolia)  
Add. GM(S&M) CM