

General Manager (S & M - CM)  
Sales & Marketing - Consumer Mobility  
3<sup>rd</sup> Floor, New CTS Building  
16, Greams Road, Chennai – 600 006



भारत संचार निगम लिमिटेड  
(भारत सरकार का उद्यम)  
**BHARAT SANCHAR NIGAM LIMITED**  
(A Government of India Enterprise)

To

All Heads of SSA,  
Tamil Nadu circle.

No:GM/(S&M-CM)/273/ vol-1 /10-11 / \_\_\_\_\_ dted the 26<sup>th</sup> May 2011

Sub: Discount /commission structure for CDMA products ie FWT /EVDO router/Wi – Fi router applicable to distribution channels of BSNL - Reg

Ref: Corporate office DGM(S&M-CM) Ir .no 27-9/2010-SM-CM(KW) dt 23.05.2011

The approval of the competent authority is hereby approved the following commission/discount structure for the sale of CDMA hardware products through franchisee channel.

Name of the CDMA Hardware product	Discount for Franchisee channel on MRP
FWT	8%
EVDO Router	8%
Wi –Fi Router	8%

Discount /Commission applicable to DSAs shall be 80% of the Franchisees discount/Commission.

(K.Rathakrishnan)  
DGM & ROLL OUT MANAGER  
PROJECT VIJAY  
TAMIL NADU CIRCLE

Copy to :1.Sr. GM(TR),Chennai,Tamil Nadu circle  
2.AGM(sales)/AO(sales),All SSAs.