



No. 27-14/2011-S&M-CM

Date: 06.06.2011

To,

The Chief General Manager,
All Telecom Circles / Districts,
BSNL

**Sub: Applicability of enhanced discount/commission to Channel partners
w.e.f. 01.04.11**

Management committee of the BSNL Board in its 97th meeting held on 13.05.2011 has approved the revision of discount/commission, on recharge/ C-TOPUP to primary franchisee of BSNL from 5% to 5.5%.

Further, the commission / discount on C-TOPUP /recharge coupons to "Rural Distributor" of Rajasthan will be 90% of 5.5%= 4.95%. In supersession of earlier letter No. 27-11/2011-S&M-CM dated 23.05.2011, the date of applicability of revised discount/ commission to primary franchisee / DSA / BA / Rural Distributors shall be from 01.04.2011.

This issues with the approval of Director (CM).

(Upendra Bakolia)
DGM (Sales & Mktg.-CM)