

General Manager (S & M - CM)

Sales & Marketing - Consumer Mobility

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भारत संचार निगम लिमिटेड

(भारत सरकार का उद्यम)

BHARAT SANCHAR NIGAM LIMITED

(A Government of India Enterprise)



No. GM (S&M-CM) /273/10-11//Channel partners-Discount/commission structure/ /dt 29/08/2011

To
All Heads of SSAs,
Tamil Nadu Circle.

SUB: Extension of promotional offer for selling GSM FWP - reg
Ref: C.O Ir no 3-64/2011/P&P-CM dted 06.07 2011

Kindly refer to the letter cited above wherein **Extension of promotional offer for selling GSM FWP with Free SIM has been communicated.**

In this regard, the commission /Discount structure for the FWP instrument is worked out as follows.

Calculation of discount to Franchisees for the sale of FWP

Sale price of GSM FWP (inclusive of all Taxes)		1450
(cost of the FWP +5% VAT)		
	105%	1450
Cost of the FWP		1380.952
Discount 8% of original cost		110.48
		1339.52
Sale price for Franchisee		

1. Sale price for Franchisee	Rs. 1340
2. Sale price to BSNL employees (from Franchisees)	Rs.1340
3. Sale price for Customer	Rs.1450
4. Sale price for DSA/OSSs	Rs..1362

The above instrument will be supplied with Free SIM and the allowed FRCs are Rs.111, 42, 48. For further details regarding the plan please see the GM (S&M-CM) Ir no S7M-CM /GSM genl/FWP/10-11/62 dt @ Chennai the 07.07.2011.

(C.V.Vinod)
General Manager (S&M-CM)
Chennai, Tamil Nadu Circle.

Copy to: Sr.GM (TR), Chennai, TN circle
All AGM (Sales), TN circle,
All AO (sales), TN circle.