

General Manager (S & M - CM)

Sales & Marketing - Consumer Mobility

3rd Floor, New Administrative Building

16, Greams Road, Chennai – 600 006

Phone: 044-28297878 Fax: 044-28297979



भारत संचार निगम लिमिटेड

(भारत सरकार का उद्यम)

BHARAT SANCHAR NIGAM LIMITED

(A Government of India Enterprise)



No.GM/S&M-CM/T- 219 /13-14/ 60 dted, the

21.5.2014

To

All Heads of SSAs,

Tamil nadu Circle.

Sub: Incentive to Franchisees for increasing active retailers -reg

Ref: Corporate office lr no.27-11/2013-S&M-CM/11/dted30.8.2013

It is found that the active retailer base selling SIMs is declining on month to month basis. While analysing the active retailers list in CTOP UP for the last three months, it shows that there is no considerable improvement in active retailers doing RC. Still there is a huge difference between the total number of actual retailers and active retailers in CTOP.

So our efforts are required to motivate the franchisees to increase the active retailer base which is very important for our business growth. If the active retailer base increases, the revenue will also surely increase.

Hence, it is proposed to give incentive to Franchisees for increasing the active Ctop retailers in the following manner for the months of January 2014, February 2014 & March 2014.

1. Net addition of SIM **selling active retailers** in the above mentioned months.

@ **Rs.100** per addition of retailers up to 5 per month.

@ **Rs.200** per addition of retailers 6 and beyond that per month.

2. Net addition of active retailers selling **RC topups** in the above mentioned months.

@ **Rs.20** per addition of retailers **up to 5** per month.

@ **Rs.40** per addition of retailers **6 and beyond** that per month.

The above may be given in the form of paper vouchers. In this regard, a report may be sent to this office on or before 31.5.2014

(S.SABEESH)

General Manager (S &M -CM)

Tamil Nadu Circle, Chennai.

Copy TO: GM (TR), O/o CGM, TN, Chennai.

2. All AGM (sales), TN circle

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Franchisee - CTOPUP no	Rc loading - Jan14	Rc loading -Feb14	Rc loading -Mar14
9443909204	238	267	274
9486716024	49	50	49
9486743400	496	508	508
9486747853	315	358	408
9486762690	2	2	2
9486768811	433	425	422
9486991599	301	297	309
9486992001	170	207	239
9486992002	526	511	504
9486992003	683	656	647
9486992005	407	399	394
9486992006	355	352	359
9486992082	733	724	736
9486992126	464	465	460
9486992128	446	417	426
9486992130	329	324	377
9486992132	604	593	595
9486992134	329	321	403
9486992136	446	460	490
9486992138	371	380	381
9486992201	319	320	320
9486992202	388	393	401
9486992203	484	497	488
9486992204	465	467	476
9486992205	385	406	405
9486992206	419	412	406
9486992255	712	751	768
9486992260	341	339	341
9486992270	913	945	955
9486992333	355	355	345
9486992355	389	388	383
9486992400	374	375	373
9486992422	429	443	431
9486992444	330	326	329
9486992456	268	269	282
9486992500	341	348	349
9486992553	470	467	475
9486992563	337	334	340

पंजीकृत एवं निगमित कार्यालय : भारत संचार भवन, हरीश चन्द्र माथुर लेन, जनपथ नई दिल्ली- 110 001

Regd. & Corporate Office : Bharat Sanchar Bhawan, H.C. Mathur Lane, Janpath, New Delhi - 110 001

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9486992577	423	423	430
9486992622	614	628	652
9486992623	321	327	343
9486992633	307	302	295
9486992654	289	328	349
9486992999	315	322	328
9486993050	285	281	286
9486993111	284	289	286
9486993200	259	266	276
9486993201	653	657	677
9486993300	749	756	767
9486993339	491	492	498
9486993399	596	586	579
9486993444	562	557	566
9486993499	525	521	521
9486993706	298	301	305
9486993733	640	652	671
9486993755	387	385	376
9486994001	418	412	399
9486994004	518	518	535
9486994007	416	422	537
9486994010	462	474	390
9486994013	314	323	338
9486994024	363	384	391
9486994032	235	246	240
9486994037	418	413	419
9486994041	525	518	516
9486994052	503	503	517
9486994060	464	465	459
9486994067	454	452	461
9486994077	667	682	690
9486994080	361	363	364
9486994094	467	466	472
9486994100	498	499	529
9486994646	134	134	141
9486998722	324	309	311
9489401777	299	324	345
9489401999	243	243	242
9489403555	323	299	300
9489409600	476	490	508
9489412352	256	268	278

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9489414999	386	386	389
9489423550	380	389	405
9489432955	327	323	367
9489432999	275	273	268
9489433577	286	302	308
9489433578	258	267	266
9489438100	240	233	289
9489441285	426	428	438
9489442407	238	244	249
9489443999	178	180	151
9489447852	186	192	202
9489448955	240	254	259
9489449900	256	252	250
Grand Total	36230	36554	37278

Franchisee Mobile number	FRC loading retailers-Jan14	FRC loading retailers-JFeb14	FRC loading retailers-Mar14
9443909204	55	56	70
9486716024	6	5	11
9486743400	53	48	44
9486747853	49	43	70
9486768811	91	93	105
9486991599	10	9	9
9486992001	23	26	32
9486992002	65	67	54
9486992003	89	65	74
9486992005	48	38	52
9486992006	32	33	33
9486992082	78	65	78
9486992126	11	18	18
9486992128	19	12	20
9486992130	20	12	4
9486992132	23	20	30
9486992134	9	3	7
9486992136	33	32	49
9486992138	11	12	12
9486992201	34	33	32
9486992202	45	47	56
9486992203	39	40	46
9486992204	19	20	32

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9486992205	29	25	28
9486992206	27	18	31
9486992255	91	67	76
9486992260	34	22	53
9486992270	91	85	109
9486992333	35	31	40
9486992355	57	56	66
9486992400	27	18	25
9486992422	65	64	70
9486992444	23	37	28
9486992456	39	31	39
9486992500	53	60	56
9486992553	49	49	46
9486992563	11	12	13
9486992577	50	31	34
9486992622	38	43	43
9486992623	47	57	66
9486992633	20	15	13
9486992654	42	43	45
9486992999	48	37	44
9486993050	42	33	35
9486993111	21	20	25
9486993200	118	99	102
9486993201	201	179	186
9486993300	44	44	44
9486993339	39	23	30
9486993399	36	33	38
9486993444	16	17	20
9486993499	32	19	28
9486993706	5	12	15
9486993733	117	86	92
9486993755	31	25	28
9486994001	19	17	22
9486994004	24	12	22
9486994007	24	13	20
9486994010	50	45	52
9486994013	12	11	11
9486994024	22	25	21
9486994032	15	15	16
9486994037	21	11	16
9486994041	30	24	19

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9486994052	29	29	28
9486994060	71	52	56
9486994067	17	15	16
9486994077	147	102	124
9486994080	83	85	76
9486994094	138	128	118
9486994100	49	36	42
9486998722	13	10	8
9489401777	30	40	47
9489401999	34	39	37
9489403555	30	30	54
9489409600	55	45	44
9489412352	48	37	45
9489414999	72	47	65
9489423550	64	62	77
9489432955	22	25	25
9489432999	28	48	56
9489433577	32	29	24
9489433578	32	30	28
9489438100	39	25	33
9489441285	67	63	62
9489442407	27	22	21
9489443999	20	14	10
9489447852	12	13	22
9489448955	10	7	5
9489449900	18	25	22
Grand Total	3845	3422	3857