

**Sales & Marketing-CM**  
219, Eastern court  
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. 28-2/2013/S&M-CM/60

Dated: 01.06.2015

To

The Chief General Managers  
All Telecom Circles / Districts  
BSNL

**Sub: MNP Incentive scheme for channel partners**

To motivate channel partners for increasing mobile connections, following MNP incentive scheme has been approved w.e.f. 01.06.2015 for 2 months.

1. Fixed MNP CAF commission @ Rs. 50/- per MNP case will be applicable to franchisees.
2. Fixed MNP CAF commission @ Rs. 100/- per MNP case will be applicable to RD-Retailers.
3. Distribution of Commission out of Rs. 100/- is in the ratio of 20% to RD and 80% to Retailers.
4. In case of no RD then Rs. 80/- will be applicable to retailers.
5. MNP CAF commission will be paid online to channel partners after activation of MNP connections.
6. The above MNP CAF commission will be in addition to normal FRC commission to channel partners.

All out efforts should be made to grab maximum connections during the scheme period. POS should be informed about this attractive scheme by sending SMS.

(Upendra Bakolia)  
Addl. GM (S&M)-CM

Copy to:  
GM (Dev), ITPC, Hyderabad