

**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. 27-5/2013-S&M-CM/39

Date: 09.04.2014

To

The Chief General Managers  
All Telecom Circles/Districts  
BSNL

**Subject: Modification in the parameters for evaluation of franchisees performance under CM-S&D Policy-2012.**

In view of discussions held in South Zone review meeting on dated 13.03.2014 (Action Point no. 4) regarding empowering CGMs to vary weightage of C-top-up parameters for evaluation of franchisee performance, the competent authority has approved the modification in para 4.2(iii) of CM-S&D Policy-2012 and following has been added in para 4.2(iii) of CM-S&D Policy-2012:-

CGMs are authorized to vary cut-off score of 60% for recharge sales via C-top-up by  $\pm 10\%$  based on local conditions.

(Upendra Bakolia)  
Add. GM(S&M) CM