

Sales & Marketing-CM

219, Eastern court
Corporate Office, New Delhi-1
Tel No 23763746, Fax 23763747
ddg_sales@bsnl.co.in



भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

No. 27-1/2011-S&M-CM/41

Dated 19.04.2012


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

Sub: Commission to channel partners for payment of Post-paid bill through C-TOPUP
Ref: MoB-17/CTOPUP-2010/30 dated 05.10.2011 (Copy Enclosed)

Competent authority has approved following commission structure to channel partners, for payment of Post-paid bill through C-TOPUP:

- a) 1.25% Commission to franchisee and 1% to retailers/DSAs/STD PCOs/Shopee on CBP-CT bill amount.
- b) Upper limit for CBP-CT through franchisee may be equal to commission payable to Postal Department i.e. @Rs.5/- per bill or as revised from time to time.
- c) Upper limit for CBP-CT through DSAs/STD PCO/Shopee may be 80% of the commission payable to postal department i.e. @Rs.4/- per bill or as revised from time to time.
- d) The Commission to technical solution provider M/s Pyro may be at par with the Pre-paid C-TOPUP per transaction.
- e) The upfront commission for C-TOPUP paid to the franchisee may be adjusted i.e. balance commission of 5.5% - 1.25% be recovered through online C-TOPUP system.

In view of removal of ban from pre-paid mobile services in J&K, above commission structure shall also be applicable in J&K Telecom Circle.


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

Copy to:

- (1) Sr. GM (VAS-CM) / GM(F-CM), BSNL CO – for information and necessary action please
- (2) Sr. GM(CMTS-Nodal), North, West, East & South Zones for necessary action please