

Office of
Chief General Manager(Telecom)
Marketing Cell-CFA,
Tamilnadu Telecom Circle
New CTS Building, Ground Floor,
16, Greams Road, Chennai-600 006



भारत संचार निगम लिमिटेड
(भारत सरकार का एक उद्यम)
BHARAT SANCHAR NIGAM LIMITED
(A Government of India Enterprise)
BSNL 3G)))) **BSNL LIVE**
Faster than your thoughts 2010

Mktg/CFA/Franchisee-collection Agents/2011-12/ 4

dt 27/06/11

Sub: Recovery of outstanding bills by Franchisees – reg.

Chief General Manager , BSNL , Tamilnadu Circle has accorded approval for 'Recovery of over three month to three year old outstanding dues with value between Rs.1000/- to Rs.20000/- against closed connections of private customers ' by all franchisees of Mobile services and CFA franchisees. In this connection, the following procedure/ commission structure has been approved.

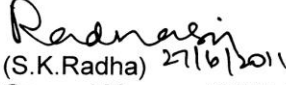
Bucket No	Period of Outstanding	Commission per bill
B1	>3 months to 6months old	Rs.5/bill
B2	>6months-12 months old	Rs.5 per bill
B3 (a)	>12 months-24 months old	10% of amount collected
B3 (b)	>24 months -36 months	15% of amount collected

Legal formalities:

- Separate agreement may be entered with CM/CFA franchisees area wise. In this regard, draft agreement format given by Corporate office for agreement between BSNL & external collection agent in Project Kuber may be referred.
- In view of performance bank guarantee already submitted by franchisees, no separate security deposit be insisted upon for entering into agreement for this purpose.
- Commission to be given only on realisation of cheque and on production of claim only

SSAs are requested to apprise the franchisees regarding the above and implement the scheme so that good amount of outstanding dues is collected.

A feedback report on this subject may please be furnished by 5th of August 2011


(S.K.Radha) 27/6/2011
General Manager(S&M-CFA)
Ph:044-2829 7140 Fax:2829 7240

To
All Heads of SSAs
Tamilnadu Circle
Copy to:
GM(S&M-CM), TN circle |
GM(TR), TN circle | For kind information
Addl.GM(Udaan) |