

General Manager (S & M - CM)

Sales & Marketing - Consumer Mobility

3<sup>rd</sup> Floor, New CTS 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) /273/10-11/vol I /channel partners /discount/commission/35 /dt 19.05.2011**

To

All Heads of SSAs/IFAs,  
Tamil Nadu Circle.

**SUB: Revision of discount /commission on recharge/Ctopup for distribution channel of BSNL**

**REF: 1. Corportae office lr no 27-11/2011-S&M\_CM dted 18/05/2011**

**2. Corportae office lr no 27-9/2010-S&M\_CM dted 28/05/2010**

Kindly refer to the letter cited above under reference (1) wherein revision of Discount/Commission on recharge /Ctopup to Primary Franchisees of BSNL has been communicated.

In this regard, the following points are to be noted.

1. The commission/discount on recharge/Ctopup for Primary Franchisees has been revised from 5 % to 5.5%.

2. In case of DSA/BAs/PCO operators the discount/commission is 80% of the primary franchisee discount/commission (ie) 4.4%.

3. All the AO (sales) who is allocating the stock to the Franchisees are requested to modify the Commission/discount structure in Pyro network for the Franchisees of their SSAs.

4. All the AO(sales) who is allocating the stock to the DSA/BA/PCO/OSS s are requested to modify the Commission/discount structure in Pyro network to 4.4% for those DSA/BA/OSS/PCO s producing PAN card only and for other DSAs/BA/PCO/OSS it is only 4%.

5. The above revision of Discount/commission structure is not applicable to E -PIN Franchisees. (The commission/discount structure is as per the letter under reference vide(2)).

6. The following new TAX TYPE 's are available for Tamil Nadu Circle in the Ctopup GUI and SSA Nodal Officers are requested to select the required TAX TYPE for allocating the Stock with the revised discount / Commission.

TN\_5.5\_TD10 ( For 5.5 Commission with 10% TDS)

TN\_5.5\_TD20 ( For 5.5 Commission with 20% TDS)

TN\_4.4\_TD10 ( For 4.4 Commission with 10% TDS)

TN\_4.4\_TD20 ( For 4.4 Commission with 20% TDS)

  
General Manager (S&M-CM)

Chennai, Tamil Nadu Circle.

Copy to: 1/.Sr,GM(TR),Ch,TN Circle.

2.All AOs /AGM (sales) of tN Cicle