

General Manager (S & M - CM)

Sales & Marketing - Consumer Mobility

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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//Channel partners-Discount/commission structure/55/dt 29/08/2011

To
All Heads of SSAs,
Tamil Nadu Circle.

SUB: Implementation of BPCL commission for the purchase of stock from M/s.PYRO
Network through CTOPUP -Reg

Ref: GM (S&M-CM) /273/10-11/Channel partners-Discount/commission structure/48/dt 29/08/2011

Kindly refer to the letter cited above wherein instructions regarding implementation of BPCL module in sancharsoft have been communicated.

In this regard, the procedure to implement the BPCL commission for the purchase of stock from M/s.PYRO Network through CTOPUP is as follows.

The commission for M/s BPCL is revised to 4.4 % ie equal to that for DSAs for selling RCV/CTOPUP with the bifurcation as

- a. 0.6 for M/s BPCL
- b. 3.8 % for distributor /retailer of M/s BPCL

Since there is no separate dealer type as BPCL, the BPCL distributors are created in M/s.PYRO as DSAs.

As the commission pattern for BPCL differs from DSAs, the AO(sales) of the SSAs are requested to collect the list of BPCL distributor /retailer from AGM(sales) of the SSAs and modification regarding the commission is to be carried out in M/s.PYRO GUI.

Modification has to be done by AO(sales) of the SSAs for TDS in case of BPCL distributor /retailer, depending upon whether the BPCL distributor /retailer are producing PAN Number or not.

Hence all the AO (sales) of the SSAs may be instructed to make use of the privilege to modify the TDS of the channel partners under TAX/COMMISSION category to change the commission/TDS.

So, for the BPCL distributor /retailer the commission will be passed on to the CTOPUP number of the BPCL distributors as 3.8 % as upfront.

Commission to BPCL can be paid month wise. Every month bill should be generated manually by the AO (sales) of the SSAs for the 0.6 % commission to be passed on to the BPCL by consolidating all the transactions done by the all the BPCL distributor/Retailers of the SSA.

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All the AO (sales) of the SSAs are requested to adhere the above procedure to pass on the commission to the BPCL. All AGM (sales) are requested to send the feedback to this office regarding the implementation of the above said procedure.

(C.V. Vinod)

General Manager (S&M-CM)

Chennai, Tamil Nadu Circle.

Copy to: Sr.GM (TR), Chennai, TN circle

All AGM (Sales), TN