

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) /273/10-110/ Channel partners- Discount/commission structure 14/07/2011**

To

All Heads of SSAs,

Tamil Nadu Circle.

**SUB: Commission / discount structure for the RCV/CTOPUP applicable to M/s.NFL ,  
M/s.BPCL & Post office -reg**

Ref:1. C.O Lr No. 27-11 /2011-S&M-CM 26 dted 23/06/2011

2. C.O Lr No. 27-11 /2011-S&M-CM 28 dted 28/06/2011

Kindly refer to the letter cited under reference wherein approval for **commission/discount** applicable to M/s.NFL, M/s.BPCL & Post office for the sale of RCV/TOPUP has been communicated.

**The commission structure is follows.**

1. Discount/Commission on recharge /Ctopup is revised to **5.5. %** in case of M/s.NFL with bifurcation as

a. 0.75 % for M/s. NFL

b.4.75 % for distributor of M/s.NFL

2. commission is revised to **4.4 %** ie equal to that for DSAs for selling RCV/CTOPUP in case of M/s.BPCL with the bifurcation as

a.0.6 for M/s/BPCL

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

3. **Discount /Commission is revised to 5.5% ie equal to that for primary Franchisees for RCV/Topup in case of Post offices.**

The revised discount/commission to M/s.NFL, M/s.BPCL, and Post office is applicable which is applicability of the TDS on recahrge/CTOPUP .

All the SSAs are requested to approach the postal authorities and highlight the newly revised Discount / commission structure equivalent to the Franchisees for the effective utilization of recharge/topup vouchers of our BSNL product through Post office outlet.

(C.V.Vinod)

General Manager (S&M-CM)

Tamil Nadu Circle, Chennai.

Copy to :1. Sr.GM(TR),Chennai,

2. All AGM (sales)/AO(sales) ,TN circle