

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/T 250/Genl Corr/09-10/58 Dated: 13/10/2011.

To

All Heads of SSAs

Sub: Incentive of 0.5% of RCV (Paper Voucher) Sales and
Rs.5/- per SIM sale on submission of CAF to BSNL staff – reg.
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Approval of CGM Tamilnadu Telecom, Circle is hereby conveyed for giving incentive of 0.5% of RCV (Paper Vouchers) sales and Rs.5/- per SIM sale on submission of CAF to BSNL staff in rural areas where there is no retailer available in order to give better service in rural areas **subject to the following conditions.**

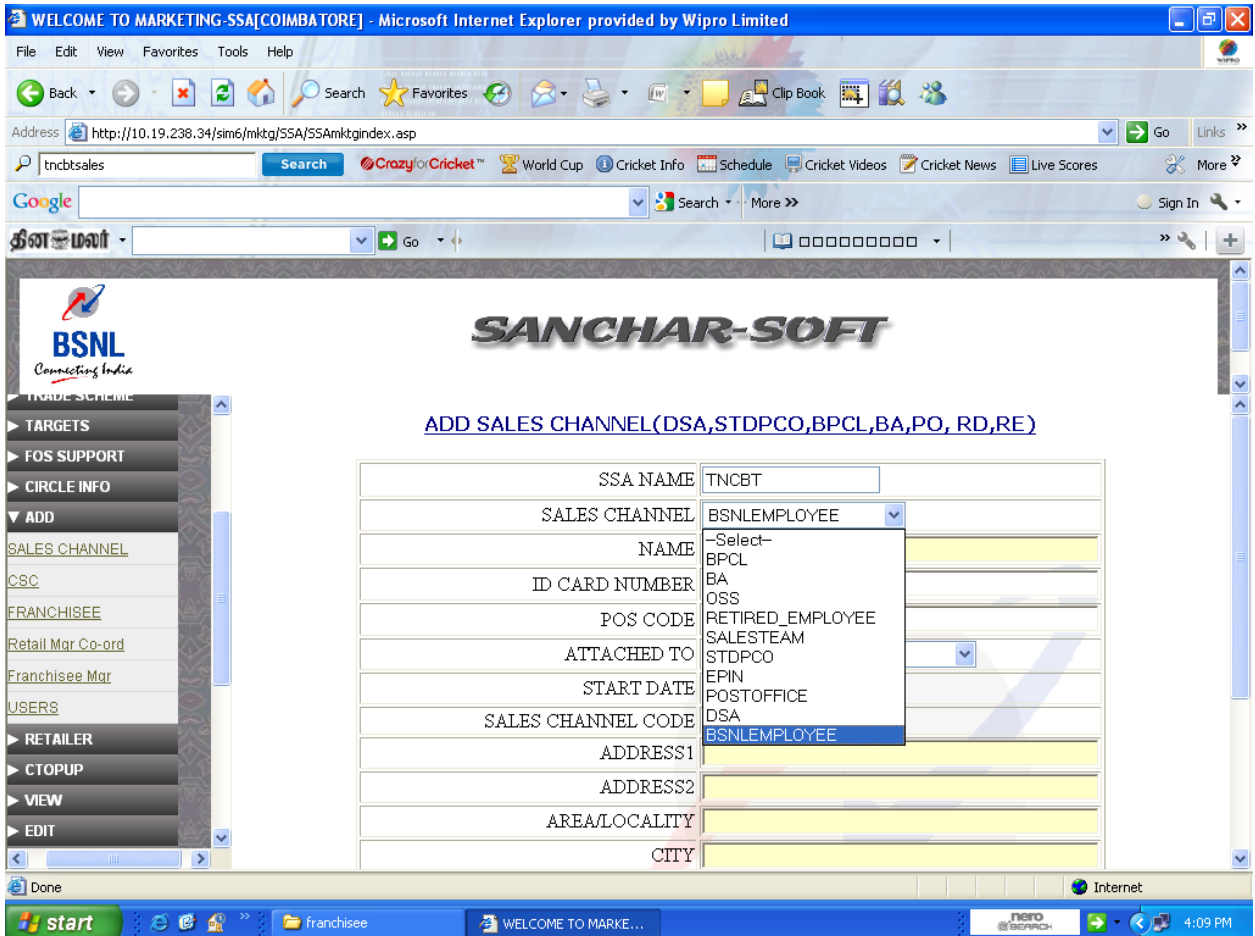
- 1) Direct Sale of SIMs to customer is only allowed.
- 2) SIMs should be given to the BSNL staff from CSR end only @ Rs.20/- per SIM and imprest stock of 30 SIMs can be given to each staff.
- 3) CAF should be submitted along with the FRC amount and the activation of the SIM/ FRC is through CSR end only and the staff pays the amount equal to SIM cost and also along with FRC cost & CAF. CSC will activate the number.
- 4) Stock like Paper Vouchers should be sold to the BSNL staff after the payment of the amount to CSR end only under normal condition. However, the SSA Head may decide in giving the stock as imprest not more than Rs.1000/- (One thousand only).
- 5) Rs.5/- should be paid per CAF submitted provided FRC has been activated for the SIM for which the staff should submit a statement giving details of number and date of submission of CAF to CSC in charge.
- 6) CSC in charge should consolidate the sale staff wise along with number of valid CAF submitted at the end of the month.
- 7) An incentive of 0.5% (zero point five%) for the RCV sale and Rs.5/- for every valid CAF may be consolidated at the month end and it has to be sent to the Accounts Officer (Cash) duly signed by the AGM (CSC).
- 8) The Accounts Officer (Cash) should add the incentive amount to the salary of the BSNL staff. It is pointed out that this amount is to be treated as income to staff.
- 9) Each staff in the SSA must be allotted to a particular CSC.

A new dealer type **BSNL employee** is included in the sancharsoft and the details regarding that is enclosed herewith.

(C.V. VINOD)
General Manager (S&M)-CM
BSNL, TN Circle

To do the sale to BSNL employee through Sancharsoft.

In AGM slaes login please add the BSNL employee to whom the stock is to be transferred.
AGM LOGIN -> select ADD -> select sales channel -> select BSNL employee.



After adding the BSNL employee using CSR login the sale can be done.

CSR LOGIN -> Dealer sales ->Bulk sale ->select sales dealer type as . BSL employee

Welcome SSA : TNKKD CSC : TNKKDKKD User : csrkkd - Microsoft Internet Explorer provided by Wipro Limited

Address: http://10.19.238.34/sim6/csr/csrindex.asp

csrkcd

Google

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BSNL
Connecting India

SANCHAR-SOFT

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SALES TO

(This Page is similar to SSA allotment or Sales, where sales is by specifying LOT, For this SSA accts has to grant this facility using Data_entry under home_SSA has to distribute material using Bulk allotment module, with allotment type as DEALER. THIS INVENTORY IS NOT AVAILABLE FOR RETAIL SALE TO INDIVIDUAL CUSTOMERS BUT ONLY TO DSA.ETC)

Select DealerType	Select	Allotted To	Select				
Select Product	<ul style="list-style-type: none"> Select BPCL BA OSS SUBFRANCHISEE RETAILER STDPCO DSA FRANCHISEE POSTOFFICE NOKIA_RETAILER EPIN BSNLEMPLOYEE 	Select Plan					
Select the Available Inv							
S.No	CATEGORY	FRA	CITY	COMMISSION	START NUMBER	END NUMBER	ACTION

Done

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