

**Business Planning- Enterprise Branch
Corporate office
7th Floor, Bharat Sanchar Bhawan,
H C Mathur Lane, Janpath,
New Delhi 110001**



भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

No.112-21/2009-BP-Ent

Dated 08-05-2012

To

All CGMs BSNL Circles/Metro Distts/Mtce Regions

**Sub: Discounting Policy for Key Enterprise Products – Delegation to field units –
Regarding.**

Kindly refer to Para 3 of this office letter of even no. dated 01.11.2011 wherein it is clarified that *“Maximum discount offered by the field units i.e., GM(EB) and CGM’s to the silver customers may be equivalent to the discount offered by the field units to Gold/Platinum customers, subject to the condition that in such cases no commission will be paid to the Channel Partner i.e. either silver customers are directly coming to BSNL or BSNL field units has approached to the customer without the Channel Partner.*

2. In this matter, various field units have approached BSNL CO to clarify whether above mentioned clarification is applicable to latest discounting powers delegated vide letter no. 112-5/2010-BP-Ent dated 30.3.2012.

3. In this regard it is clarified that the Para 3 of letter of even no. dated 01.11.2011 is still applicable to the discounting powers delegated vide letter No. 112-5/2010-BP-ENT dated 30.03.2012

4. This is issued with the approval of the competent authority.

C.K. Bhan
(C. K. BHAN) 08/05/12

Asst General Manager (BP-Ent)

Copy to:

1. GM(EB-I)/EB(II)/ GM(F-Ent)/GM(TP/RA) BSNL CO.
2. All the GM (EB-Circle) / GM (EB-City), Telecom Circles.