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

No: 64-106/S&M-CFA/2010

Date: 21.12.2012

To
The Chief General Managers
All Telecom Circles/ Telephone Districts.

Sub: Clarification reg. Franchisee Commission Structure for CFA products.

Ref: 1) 64-106/S&M-CFA/2010 dated: 17.04.2012
2) 64-106/S&M-CFA/2010 dated: 11.09.2012

It has come to notice of this office that some CM franchisees are not getting commission for selling CFA products in prescribed duration in some field units even after issuance of instructions and clarifications vide above referred letters.

Therefore it is once again clarified that:-

1. Only CFA franchisees shall continue to have commission as per franchisee commission structure for CFA products issued vide this office letter no. 64-106/S&M CFA dated 08.08.2011.
2. All other sales channels/partners, like CM franchisees, post offices, BA, PCO operators and DSAs, selling CFA products shall have the commission as per franchisee commission structure for CFA products issued vide this office letter no. 64-86/09-S&M-CFA (Pt-I) dated 13.07.2010

(Anil Jain)
Sr. GM (NWP-BB)