



No. 27-3/2016/S&M-CM/14

Dated: 05.07.2017

To

The Chief General Managers
All Telecom Circles / Districts
BSNL

Sub: - OTF (On the Fly) incentive to channel partners for selling of Wi-Fi international roaming package.

Approval of competent authority is hereby conveyed regarding OTF (On the Fly) incentive to channel partners for selling of Wi-Fi international roaming package as given below for period of 60 days from the date of implementation.

Package	Total OTF incentive (Rs.)	OTF to retailer	OTF to Franchisee
999	99	79	20
1599	159	127	32
1999	199	159	40

Circles are requested to give wide publicity of the scheme among channel partners and ensure the compliance of TRAI guidelines.

Jt. GM (Sales-CM) 05/07/17

Copy to: -

1. GM (Dev.), ITPC, Hyderabad
2. GMs, All Nodal centers for necessary action.
3. GM (ERP) BSNL