



No.3-35/2009/P&P-CM/4

20 Jan 2010

To,

GM (CMTS Nodal centers)  
All Nodal centers

Subject: Bundling offers for M/s Nokia

REF:- This office letter no3-35/2009-P&P-CM/2 Dated ~~19-01-2010~~ 19-01-2010

In partial modification of the letter referred above, the FRC 50 stands corrected as follows

	Description	Gen FRC 59
A	FRC Cost	53.49
B	Service Tax	5.51
C	FRC MRP	59.00
FRC basic features	Validity (days)	180.00
	Talktime (Any network)	10.00
	Talktime (On-net)	-
	Talktime (Off-net)	-
D	Total Commission on FRC to be given to the channel	35.90
E	Total Share of Franchisee (30% of D)	10.77
F	Total Share of Retailers (70% of D)	25.13
G	Upfront Discount on FRC to Franchisee (sold like normal RCV - 5% of A)	2.67
H	Effective Sale Price to Franchisee (C - G)	56.33
I	Share of Franchisee in the 5% RCV Commission (Assumed to keep 1% of 5% commission)	1%
J	Effective Sale Price to Retailer (like normal RCV sold) (H + I*A)	56.86
K	Sale Price to Customer (C)	59.00
L	Commission Already paid to retailers (K - J)	2.14
M	Balance Commission to be paid to retailer on C-Top UP sim) (F - L)	22.99
N	Amount to be deducted from C-Top UP on selling of FRC to customer (C - M)	36.01
O	Commission Already paid to franchisee (I * A)	0.53
P	Balance Commission to be paid to franchisee (at the time of CAF submission) (E - P)	10.24

  
(Ashutosh Gupta)  
DGM (PP)-CM

Copy to:-

- 2) CGM, All Telecom Circles/ Telecom Districts
- 3) GM (S&M)-CM, DGM ((T&C), BSNL Corporate Office